CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C

VOL. XXI. PUBLICATION OFFICE: TORONTO, JANUARY 2, 1909 NO. 1.

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

Pliers SPECIALITIES OF ALL DESCRIPTIONS Vices

For Sale by Leading Wholesale Houses.

For Fifty Years

"QUEEN'S HEAD" GALVANIZED IRON

CANADA

has been the STANDARD of the WORLD.

John Lysaght, Limited, Makers, Bristol, Newport and Montreal

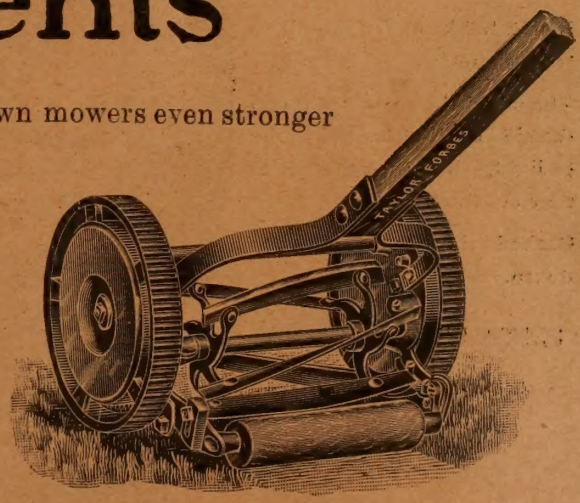
A. C. Leslie & Co., Ltd., Montreal, Managers Canadian Branch

Improvements

The following improvements will make our lawn mowers even stronger sellers than usual: A New Style of Finish; bearings made of a higher grade of carbonized steel; all wheels and checks made heavier than formerly. It will pay you to order our well known leaders:—

EMPRESS (ball-bearing), STAR, WOODYATT, DAISY, MAYFLOWER, PHILADELPHIA and ONTARIO (for bowling greens).

The Best Lawn Mowers Made



TAYLOR-FORBES CO., LIMITED

Largest Manufacturers of Lawn Mowers in Canada

Head Office and Works - GUELPH, ONT.

TAYLOR-FORBES CO. Limited, 122 Craig St. West, MONTREAL

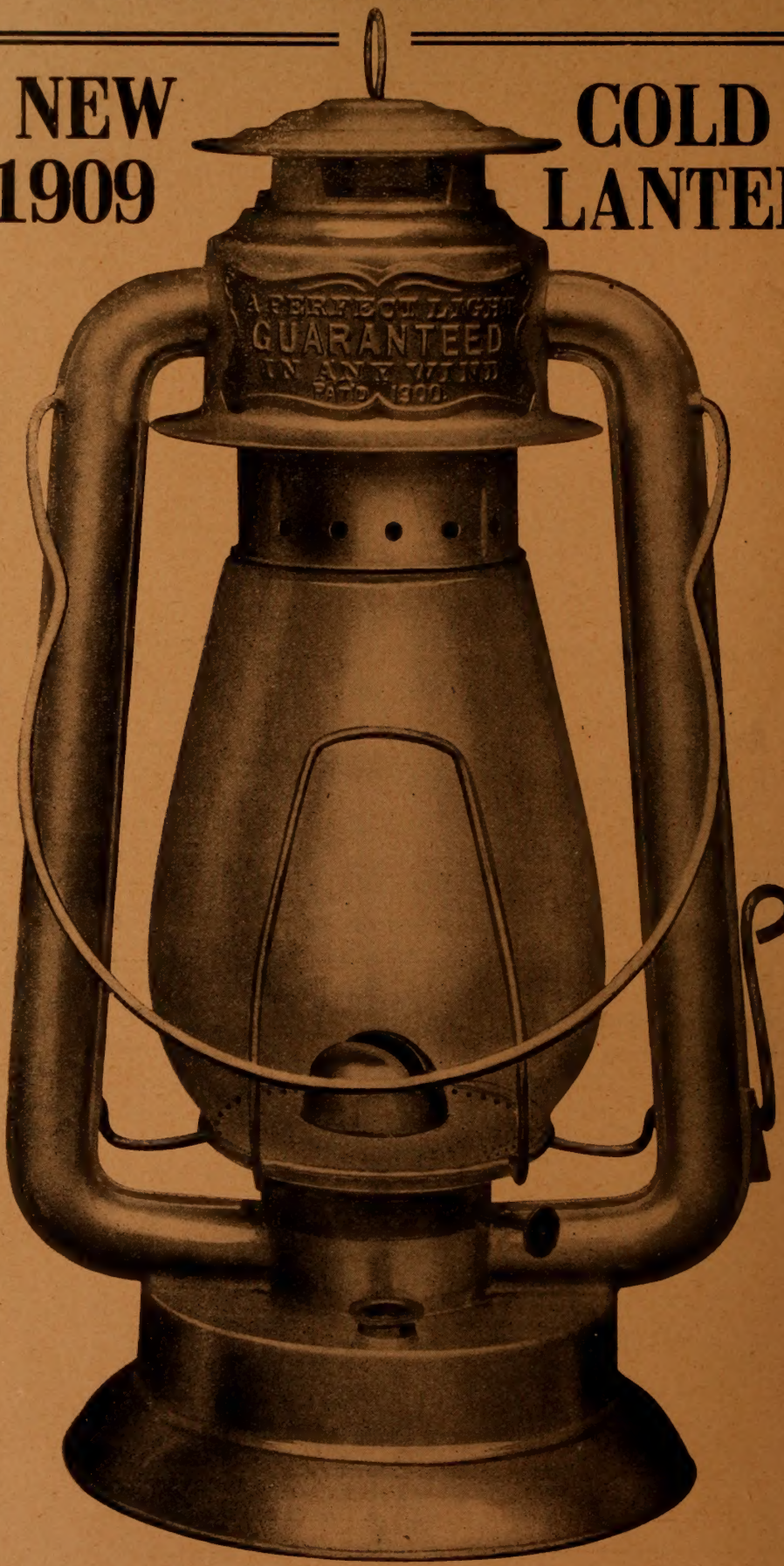
J. B. H. RICKABY, VICTORIA, B.C.

H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.

HARRY F. MOULDEN, 290 Garry St., WINNIPEG, MAN.

W. A. MACLENNAN, VANCOUVER, B.C.

KEMP'S NEW COLD BLAST 1909 LANTERN



All lanterns are fitted with new extinguishing device.

SUPPLIED IN—

Plain Tin,
Japanned with Lacquered Founts,
Japanned with Brass Founts.

FITTED WITH—

No. 2 Burner
1 Inch Wick
No. 2. Globe

Can be filled, lighted, regulated and extinguished without removing the globe.

Standard size for Kerosene.

Fount holds sufficient oil to burn 19 hours.

The simple lever or crank, on the side tube raises the globe to light, and locks the globe down to the burner.

Packed in cases of one dozen.

PRICES ON APPLICATION

KEMP MANUFACTURING CO., Toronto, Canada

THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

The White Mop Wringer

Is taking the place of the old way of hand-wringing and scrubbing.

Do **you** have the **"White"** in stock?

Do your **customers know** that you have it?

Keep it well displayed with a **"White" Easel.**

Order direct, or of your jobber

THE WHITE MOP WRINGER CO.

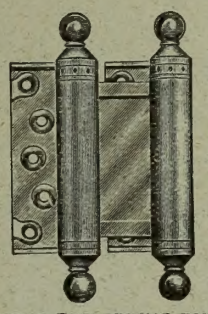
Fultonville, N.Y.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

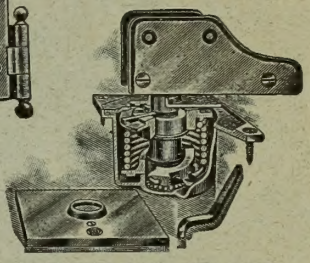
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

ICE CREAM FREEZERS THAT SELL

THEY ARE
Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN
Easy Running
Quick Freezing
Economy
Convenience
Practical Results

"LIGHTNING"

"GEM"

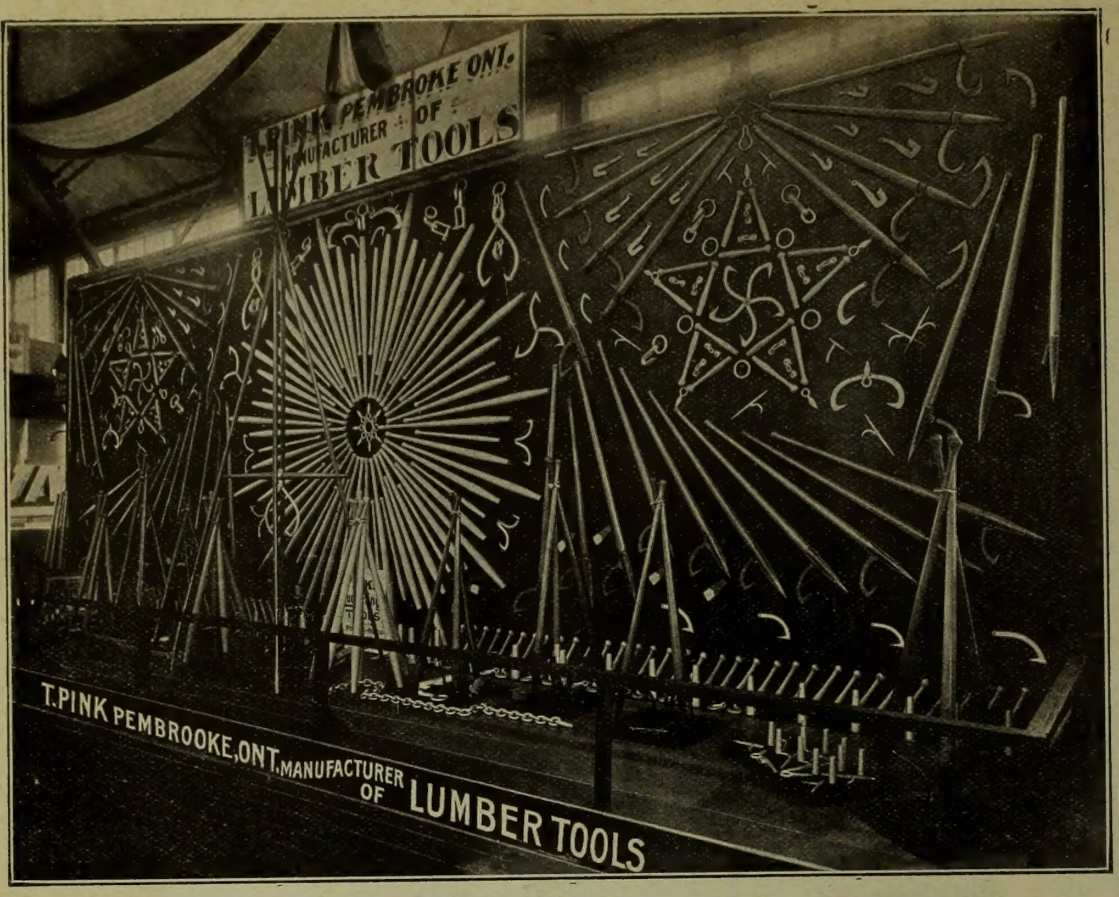
"BLIZZARD"

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers.

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Watch this page for a few pointers in buying

You will soon be asked to place your orders for next fall.

If you don't know just how good these two trade getters are

Send us a sample order

For immediate shipment.

If you will do this we know that we will get your future orders.

We stock all patterns and finishes, both in single and double bitted.

We stock wide and narrow also one man's in all lengths.

LEWIS BROS., Limited

SHELF AND HEAVY HARDWARE

OFFICES and WAREROOMS: 20 to 42 Bleury St.

Montreal

and at Toronto Ottawa Vancouver Calgary

F. & W.

F. & W.

To our many friends and customers we extend the season's greetings and we sincerely hope the New Year will bring happiness and prosperity to you all

---

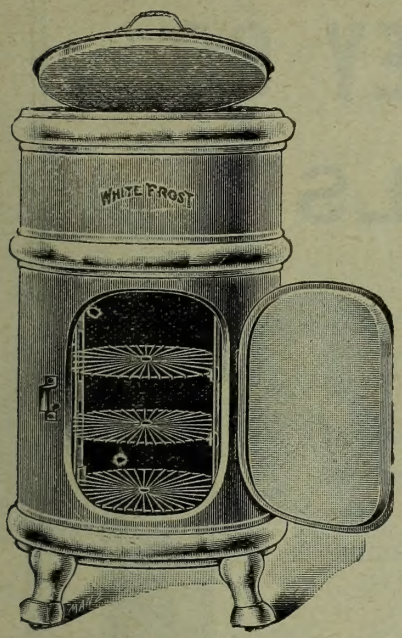
FROTHINGHAM & WORKMAN

LIMITED

Wholesale Hardware and Iron Merchants

F. & W. *Founded 1809* *Incorporated 1904* F. & W.

MONTREAL *CANADA*



White Frost Refrigerators

The handsomest, the best and the **ONE** Refrigerator that is absolutely sanitary.

The Refrigerator that has set the people wild in its praise—and it "delivers the goods."

Made Entirely of Metal—not a splinter of wood in its construction. It cannot warp, swell or decay—Will last a lifetime.

Absolutely Sanitary. No nasty corners, cracks or crevices for germs and dirt to gather. All food is preserved sweet and wholesome—without taint nor odor—The "White Frost" is the protector and defender of the family health.

Round in Shape with revolving and quickly removable shelves, it can be thoroughly cleaned in a few minutes and kept clean.

Economical of Ice. Refrigeration is on natural and scientific lines. Guaranteed to maintain an equable, cool, dry temperature in the hottest weather.

A satisfactory record of five years demonstrates why the dealer who sells the **"White Frost"** always has the Refrigerator trade of his city.

Enamelled in Pure White without and within. Trimmings of solid brass, perfect lock, ball-bearing castors. A handsome piece of furniture that at once attracts the housewife.

The demand is big. Get orders to us promptly.
Catalogue on request. Send for it to-day.

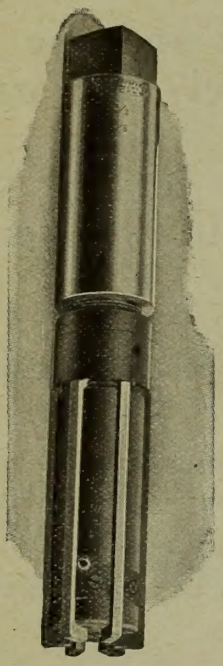
LEWIS BROS., Limited

Canadian Distributors

MONTREAL, TORONTO, OTTAWA, WINNIPEG, VANCOUVER

PRATT & WHITNEY CO.

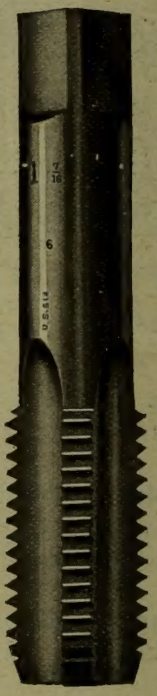
SMALL TOOLS



Dealers, Attention :—

We have on hand a large stock of Pratt & Whitney eccentric relief reamers and taps. We would like to move a large proportion of them before our annual stock taking.

We are prepared to make special inducements to dealers who will put in a stock of these tools. They are always in demand by the high class trade and will be a good investment for you.



NOW IS YOUR OPPORTUNITY

We make this announcement advisedly having obtained our information from authoritative sources. **The Prices of Small Tools are to be advanced during the coming year.** Take advantage of the low prices and special inducements and assure yourself of a much higher percentage than you will be able to get next year.

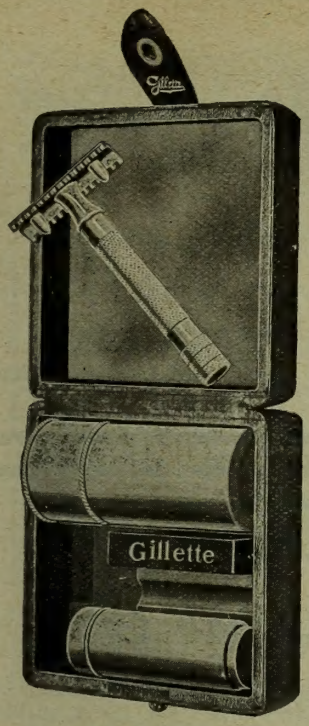
The Pratt & Whitney Small Tools are of the most excellent design and material. Tests have shown them far superior to anything else on the market.

Let us send you our proposition.

The Canadian Fairbanks Co., Limited

Montreal

Toronto **St. John, N.B.** **Winnipeg** **Calgary** **Vancouver**



No. 461 Gillette Set

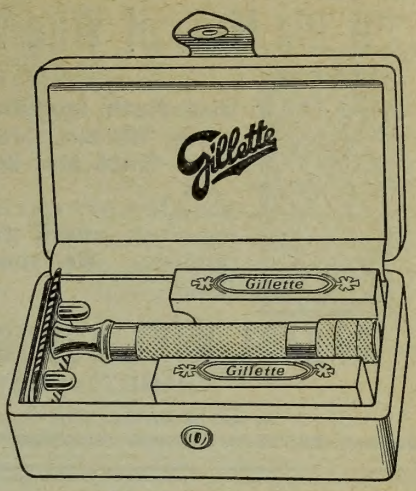
Nearly 3,000,000

Gillette Safety Razors are now used daily by the same number of satisfied men. Gillette Safety Razors are the best selling hardware specialty that has ever appeared. These razors have become as staple an article as hammers or two-foot rules in many hardware stores. The "New Process" blades made of improved steel and with improved temper and finish, require no honing and no stropping. 17,000,000 of these blades were sold during the first month they were on the market.

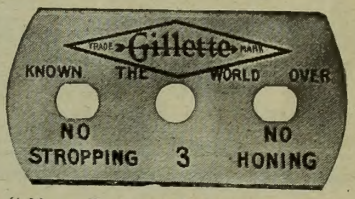
Are you handling Gillette Safety Razors?

Are you pushing their sale?

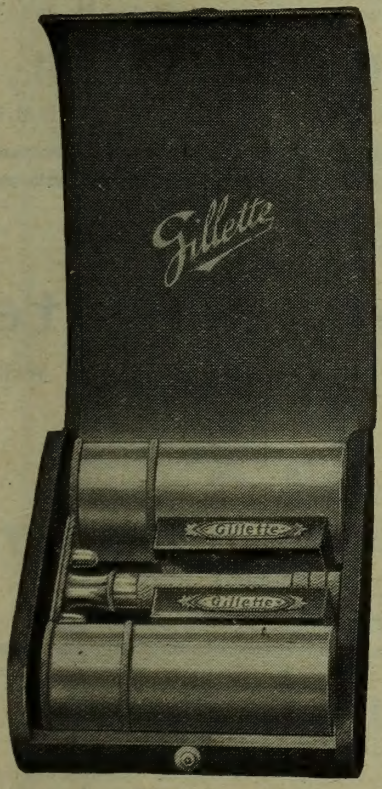
If not you should, for you are missing an opportunity to make money. They are easy to sell and liberal supplies of advertising matter are given away to promote sales.



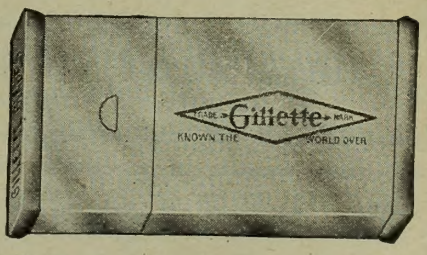
No. 460 Standard Gillette Set



"New Process" Gillette Blade



No. OO Gillette Set

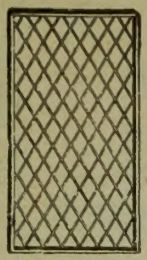


Nickle Plated Box for "New Process" Blades

Note:—We have a large stock of Swiss Army Rifle cartridges now on hand.

Caverhill, Learmont & Co., Wholesale Distributors Montreal and Winnipeg

"If It's Made of Wire We Make It"



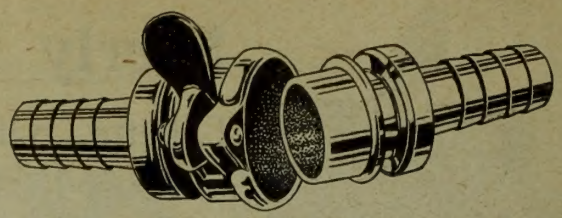
Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

We make jail cells and gratings of every description.



Time Saver Hose Couplers

are superior to ordinary couplers because they make a water-tight joint instantaneously. No threads to wear smooth; and the washer so placed that it simply cannot get lost.

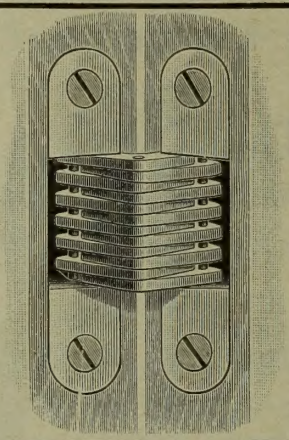
Write to-day for our Price List.

The Time Saving Coupler Co., Limited
166 Bay Street - - TORONTO, CANADA

SOMETHING NEW
THE
Soss Invisible Hinge

When a door is shut you cannot see any part of a Soss Invisible Hinge. The Soss Hinge is built on an entirely different plan to the ordinary butt hinge, being superior to it for all purposes. On very fine work like book cases, ladies' desks, wardrobes, pianos, china cabinets, etc., the large manufacturers are using the Soss Invisible Hinge almost exclusively. Just as easy to apply as the ordinary butt hinge, too.

Write for Illustrated Booklet.

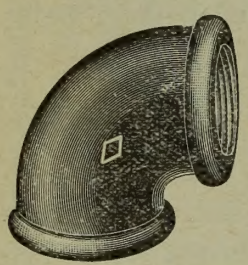


The Soss Invisible Hinge Co.
Limited
104 Bathurst St. - - Toronto, Can.

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.



This is Why
you should handle only
"DIAMOND" Brand FITTINGS

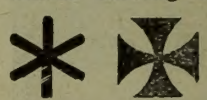
We guarantee them to be perfect in material, in threading and in finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, - CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK



James Hutton & Company
Montreal
Sole Agents for Canada.

The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

Write for Particulars

CANADIAN GENERAL ELECTRIC COMPANY, Limited
Head Office, - TORONTO, ONT.
District Offices: MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, ROSSLAND

The Ideal Duster
IS A MECHANICALLY CORRECT MOP HEAD

Scientifically constructed to close automatically with a firm—almost positive—grip, designed especially for dusting purposes, which, with a yard or two of ordinary cheese cloth

Solves the Polished-Floor Proposition

Supplied through the jobbing trade generally, through whom orders are solicited. For prompt shipments on the moment order through

WALTER WOODS & CO. } Hamilton
WOOD, VALLANCE & CO., }
and Montreal and Toronto Jobbers.

TARBOX BROS., Manfrs.
TORONTO, ONT.
British Depot, 2 Hope Chambers, Liverpool
Manfrs. of the Tarbox Self-wringing Mop, Tarbox Pillow-Sham Holders, Etc.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

LONG LIFE METALS

Copper Hardened

SWASTIKA

LONG LIFE

Copper Hardened

BABBITT

Copper Hardened

LONG LIFE METALS

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb. ***Write for Booklet***

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Subscription Canvasser Wanted

To solicit subscriptions in Toronto for one of our publications.

A retired merchant or one who has had experience as a salesman preferred.

As high as $1,500 a year will be paid to a first class man.

The MacLean Publishing Company, Ltd.

Hardware Window Dressing

For years we have been receiving inquiries for a book on Hardware Window Dressing, as experience has shown that good window displays increase business. Only a few weeks ago this book was placed on the market. Since that time it has had an immense sale—many orders were waiting for it before it came off the press. It illustrates and explains how hardware windows may be dressed to the best advantage—how they may be made to SELL GOODS.

256 pages with 200 illustrations with full working descriptions.
A PAYING INVESTMENT FOR HARDWARE MERCHANTS.

Price $2.50, Postpaid

TECHNICAL BOOKS

10 Front St. East - - - - Toronto

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

STANDARD CHAIN COMPANY of CANADA, LIMITED

SARNIA, ONTARIO

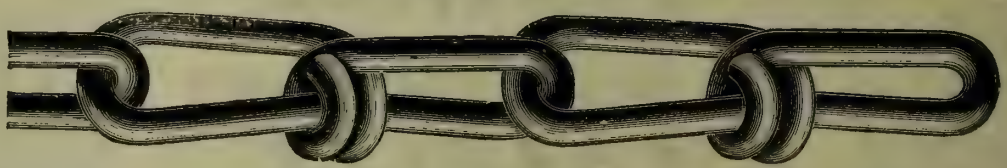
COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices — Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

GREENING'S STEEL WIRE CHAIN



If you are interested in Chains examine carefully the perfect mechanical construction of Greening's. It is the most perfect chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie-out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively. Correspondence solicited.

We send cuts with table of breaking strain, samples, etc., upon request.

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. — MONTREAL, QUE.

HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

THE BANWELL HOXIE WIRE FENCE CO., Ltd.

Dept. P. Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK

WILL TURN ANY KIND OF STOCK

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

IN STOCK

—BAR IRON—

Rounds,

Squares,

Flats

Orders Filled Promptly

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

We Ship Promptly

CRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto

Our Prices are Right

SEE THAT ALL **BUTT HINGES** YOU BUY

Bear the **CRESCENT BRAND**

Made in Bright Steel or Electro Plated

Our Finishes of Electro Plated in Planished or Polished

Antique Copper
Plain Bronze
Dull Brass
Bower-Barff
Antique Brass
Gun Metal
Bright Brass
Etc.

Our BRIGHT STEEL BUTTS are THE ONLY PERFECT BUTTS made in Canada.

SEND TO US IF YOUR DEALER WILL NOT SUPPLY YOU.

ALL STYLES ALL SIZES

CANADA STEEL GOODS CO.,
HAMILTON, ONTARIO LIMITED

Leave Your Money in the Country Wherein You Expect to Make Yours

Mission Style Table Kettles

"Mission" furniture and accessories are all the rage these days; and that's just why it will pay you to stock the line shown in cut.

Made in Polished Brass, Nickel Plated, Polished Copper and Silver Plated, fitted with Patent Asbestos Force-Draught Lamp.

Send for Supplementary Catalog.

BUFFALO MFG. CO., Buffalo, N.Y

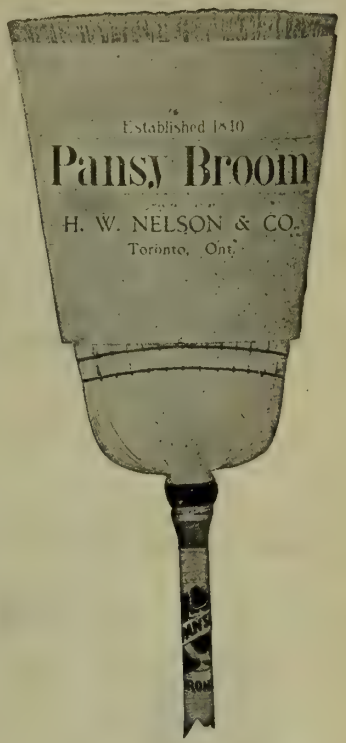
Canadian Representatives:

H. F. McIntosh & Co., 51 Yonge St., Toronto

ESTABLISHED A.D. 1840

A Good Thing Gets Known

A few of the articles you sell are so good that your customers talk about their goodness to their neighbors, thus enhancing your reputation. One of these favored grocer-boosting articles is the



Pansy Broom

The broom in the individual wrapper.

It is made from the finest broom corn grown, by the best skilled workmen in Canada. We can supply you with other brooms, too, but our best offer is the Pansy. It beats everything on the market.

H. W. Nelson & Co., Ltd.

T O R O N T O

Something Special!

Our Annual Spring Number will have special interest for Hardware Merchants, Clerks, Travellers, and Hardware Manufacturers.

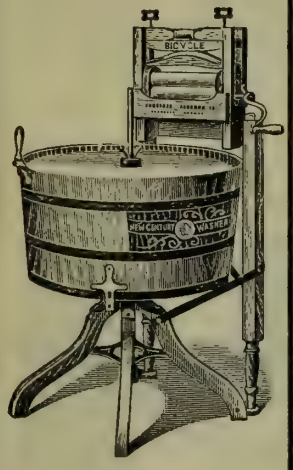
It will contain interesting and instructive articles on subjects in which these men are interested.

It will contain advertisements from over 300 firms selling to the Hardware trade.

All Manufacturers and Jobbers selling to Canadian Hardware trade should arrange for good strong announcement in this Number.

For rates and further particulars write our nearest office.

Hardware and Metal
Montreal Toronto Winnipeg



Not Cheap but Good

SIMPLY PERFECT

there has never been a time since Washing Machines have been on the market, that the

"NEW CENTURY" and "IDEAL"

were not the most satisfactory washers to sell.

They are worth many times the money paid for cheaper machines.

The Dowswell Mfg. Co., Limited
HAMILTON, - ONTARIO

AGENTS:
W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.
Harry F. Moulden, 290 Garry St., Winnipeg, Man.

PERFECTLY SIMPLE

Henry Boker's "Meteor"

LATEST AND BEST

EXPERT TUBULAR HOCKEY SKATE

The best and most scientifically constructed Hockey Skate made. Owing to the manner in which the tempered tool steel runner is set in the steel tube a thinner and lighter runner can be used than on any other skate, offering the least resistance and friction. The runner on this skate is made of the very best finely tempered tool steel and is but 1/8 inch thick. Double heel and triple sole supports.

VERY FAST, LIGHT AND STRONG

MADE IN BOTH NICKEL PLATE AND ALUMINUM FINISH.

B. TEST REG'D. **P.O. Box 366, Montreal, Can.**

Canada Screw Co., Limited, Hamilton, Canada

Annealed Hay Baling and Oiled and Annealed Wire

We have a large stock of Nice, Soft Wire; also

Wire Nails, Wood Screws, Tacks, Iron and Copper Rivets and Burrs, Bright Wire Goods, Machine Screws; Bright, Coppered and Tinned Wire, Stove, Sink, Sleigh Shoe and Tire Bolts.

1908—1909

We take this opportunity to thank our friends and customers throughout the Dominion, for the many kind favors they have extended to us during the past year, and trust that the same good feeling will continue during the year 1909, which we hope will be a record one for Canada.

Dominion Wire Manufacturing Co. Limited

Montreal

"Safe Lock" Galvanized Steel Shingles

There are lots of barns to be re-roofed this fall, and the dealer who handles the right kind of roofing is going to get this business. Put yourself right with your customers by offering them the famous

"SAFE LOCK" SHINGLES

Every farmer knows about this lightning-proo weather-tight roofing. It is the oldest interlocking metal shingle on the market and is still the best. Get your prospects in line and then ask us for our assistance in closing the deals. Our traveling salesmen are at your disposal. "We work with the trade."

The Metal Shingle and Siding Company, Limited

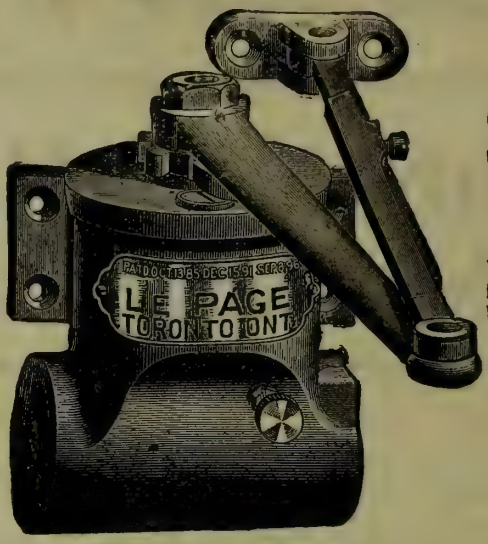
HEAD OFFICE and WORKS: PRESTON, ONT. BRANCH OFFICE and WORKS: MONTREAL

GENERAL SALES AGENTS

St. John, N.B.	Quebec	Toronto
Emerson & Fisher, Ltd.	J. A. Bernard	G. P. Breckon
Winnipeg	**Calgary**	**Vancouver**
Clare & Brockest	Ellis & Grogan	Wm. N. O'Neil & Co.

Easy to Adjust—Always Satisfactory

LePage's Oil Door Check and Spring



We also manufacture an unbeatable line of

BOTTOM STOPS

It will pay you to write at once for our Price List

LePage Door Check Mfg. Co.

237 Lansdowne Ave., TORONTO

PHONE PARK 1086

WM. KEATING, Manager

BAR IRON

"The secret of good iron is in the heating."

And our experts have the secret of proper heating. The best proof of this is the fact that London Bar Iron is so superior in quality. Every inch of every bar is strong and flawless through and through.

Better sit down now and write us for quotations.

LONDON ROLLING MILL CO. LIMITED
LONDON — CANADA

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

$100.00 HAND POWER ELEVATOR

F.O.B. WORKS, HAMILTON. LOAD 1500 LBS., CAR 5 FT. X 6 FT.

MONTREAL St. James St. | OTTAWA O'Connor St. | WINNIPEG McRae Block | VANCOUVER Alexander St.

OTIS-FENSOM ELEVATOR COMPANY, Limited

HEAD OFFICE, - TORONTO, ONTARIO

THE "SPECIAL" SAW SET

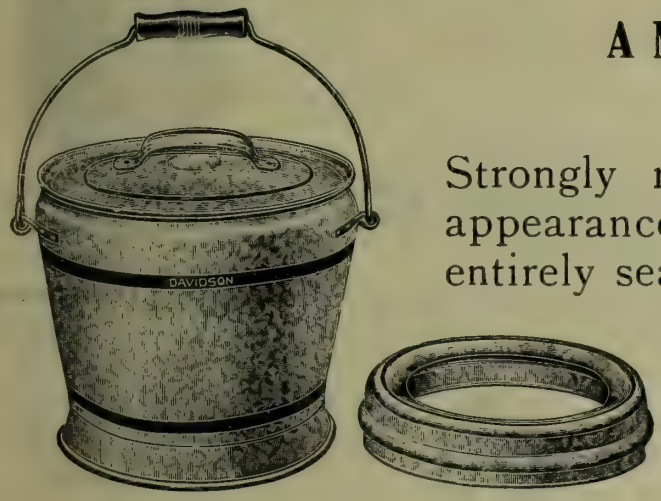
FULLY WARRANTED.

This saw set is used to set hand saws of all kinds, and can be used by an inexperienced person with as good results as by the most experienced mechanic.

Buy through your jobber and if he hasn't got them write us.

CHAS. MORRILL, 271 Broadway, NEW YORK

The "Western" Slop Pail



A Modern Sanitary Pattern

CAPACITY—16 QUARTS

Strongly made and attractively neat in appearance. Cannot leak, as body is made entirely seamless, with an extra heavy coat of galvanizing, and is finished by being neatly banded with stripes of bright red.

Can be sold either with or without commode attachment.

Ask our travellers about it and try a sample dozen

You'll find them trade winners

MADE BY

The Thos. Davidson Manufacturing Co., Limited

Montreal and Winnipeg

Get After the Milkmen and Dairymen of Your Town and District. Here is a Line That is New and Specially Perfected for the Country Trade. We Want the Up-to-Date Hardwaremen to Handle this Money-Making Milk Can.

What is in Your Milk Pitcher? Leading Editorial, Montreal Daily Star, Dec. 2, 1908.

The Main Defect of Milk Cans is in Their Construction.

Inspector's Report, Montreal Standard, Nov. 28, 1908.

Heed the Report of S. M. Barre, on the Milk Inspection published in "The Montreal Standard," Nov. 28th, 1908, which says :

"The main defect of milk cans is in their construction. They are made of too light material and are put together in such a way as to soon "become uncleanable. It seems as if their upper joints were made on purpose for gathering milk and putrefaction. In many cans we find a "crease in the upper joints. As a rule, the opening is too narrow, and very few of the covers are soldered so as to make them properly cleanable."

CHANGE YOUR MILK CANS ☞ AT ONCE ☜

The Public Demands This. ***The Authorities Will Enforce It.***

BUY THE "PERFECT" MILK CAN

Only One Piece Can on the Market.—Pressed out of one piece of steel plate.

No seams—Completely smooth on the inside—Rounded corners—No crevices for dirt and bacillus to collect—Exceedingly easy to clean.
Unexcelled in Durability. Tinned three times. Money-Saving. Patented world over.
Used in the finest Dairies in all countries.
The only can awarded "Grand Prix" at the Franco-British Exhibition, 1908.
Made in sizes from one quart to 10 gallons Imperial measure, in one piece.
Place your orders now for Spring.

To-day is the day to write for Catalogue and get the agency at the same time. Will send a sample can at your request.

BURMEISTER & WAIN, LIMITED, 13 St. John St. MONTREAL

PHONE MAIN 4373.

Consider Carefully
But Not Too Long

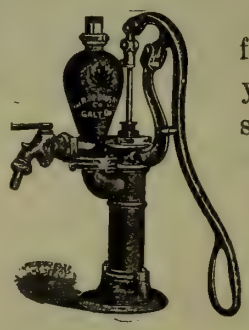
If you intend to handle Metal Roofing in 1909 it's time you were started. Men who will build in the spring are buying their roofing and other materials now and will insist on having the "Galt Kind" if shown them.

The new "Galt" Shingle alone will give you control of the roofing business in your locality. Easily and quickly laid, it looks well and has indisputably the most weather-tight locks made. Send us a list of the prospects in your locality and we will send them our catalogues and refer them to you. Ask for particulars of our "1909 Agency Proposition." Only one man in your town can sell "Galt" goods. Will he be you?

The Galt Art Metal Co., Ltd.

GALT, ONT.

Western Agents—DUNN BROS., Winnipeg and Regina



We are now looking for your order and if you are not already selling

McDougall Pumps

you are taking chances and we practically insure you against pump troubles.

"Aremacdee" on a pump is like the Hall Mark on silver, it denotes Standard.

Catalogue in a hurry to go to you.

The R. McDOUGALL CO.

Galt, Canada LIMITED

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have ooked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

CLIPPERS.

Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

FLOOR SPRINGS.

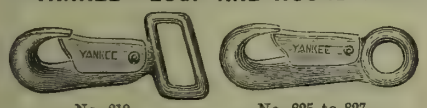
The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - - Birmingham

"YANKEE" LOOP AND ROUND EYE



No. 810. No. 825 to 827.

They have a Brass Lever Spring

COVERT MFG. CO., TROY, N.Y.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

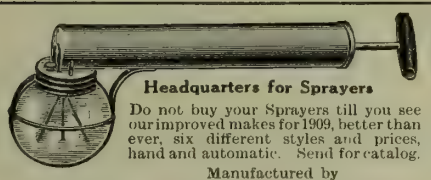
GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES



Headquarters for Sprayers

Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.

Manufactured by

THE COLLINS MFG. CO., TORONTO.

MAPLE EVAPORATORS

Maple Evaporators

A first-class evaporator that will make good — clear — the kind you like — maple syrup. The price is so low anyone can afford to buy.

Write us for Catalogue of Evaporators, Sap Buckets, Storage Tanks, Etc.

The Steel Trough & Mach. Co. Ltd.
Tweed, - Ontario

"PLIC" BOOKS

CARBON COPIES

of your letters and orders can be made easily and inexpensively by using "PLIC" BOOKS.

Write for information and sample.

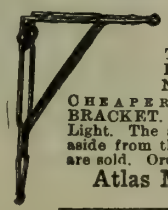
The CARTER-CRUME CO., Limited
445-447 King St. W., Toronto, Ont.

RIVETS & STEEL PRODUCTS

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

SKATING RINK SCRAPERS

SKATING RINK SCRAPERS

Will clean the ice off in half the time. Appreciated by rink managers everywhere.

JAMES & REID, Sole Mfrs.
Perth - - - Ont.

TOOLS.

TOOL HOLDERS
For LATHES and PLANERS
All kinds — All sizes.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO, U.S.A.

Make ONE POUND of TOOL STEEL EQUAL 10 LBS. in FORGED tools.

Write for Catalog.

VENTILATOR

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

CRESCENT WIRE AND IRON WORKS.
Kingston, - Ontario

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

PARTRIDGE & SONS, Proprietors.

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS, U.S.A.
GENERAL AND SPECIAL WIRE HARDWARE.
Write us for prices
New York Office, - 107 Chambers St

Do You Want Anything ?

Try a Condensed Ad. in Hardware and Metal, it will get you what you want. Two cents a word first insertion, one cent a word each subsequent insertion.

THE NEW SKATE

Ounces lighter than any other—and stronger

IT'S just possible you have noticed that the skate you were selling largely last season was a very antiquated proposition; that it might be made lighter and just as strong.

The "Automobile" Skate fulfils this idea. It's as far ahead of the present day skate as an automobile is ahead of the old-time buggy.

Lighter by many ounces than any other made and stronger.

It has an aluminum alloy top the metals just mixed to a point where they combine to make a material as strong as steel and five times as light. The "Automobile" Skate has also a thin blade of nickel steel—the toughest, strongest tempered metal on the market.

The Argument

FIGURE it out this way: Every slide of a skate takes you forward something over four feet while the other skate is lifted and held above the ice. Suppose a person goes ten miles around a rink—which distance is easily covered by most anyone skating to music—he has covered 52,800 feet and lifted either one skate or the other 13,200 times. We say that the "Automobile" Skate is, at the lowest figure, six ounces lighter than any other made. Figuring that out, we find that he has actually lifted 4,888 pounds less than he would were he using any other skates.

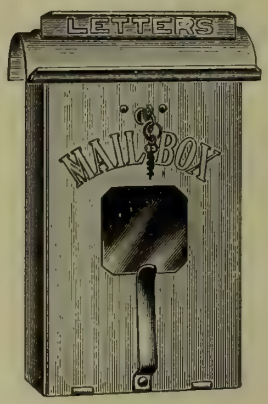
Canada Cycle & Motor Co., Limited, Toronto

A FULL LINE OF

20TH CENTURY

MAIL BOXES

No. 1



No. 2

No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

Prompt Shipments

CAN BE GIVEN ON ALL SEASONABLE LINES

Our facilities for supplying Snowshoes, Skates, Hockey Sticks, Sleigh Bells, and other Seasonable Lines are the very best, and our aim is to ship the same day the order is received.

We Mention a Few Articles which You May Want to Get on Short Notice

Snowshoes

Child's - -	9-in. x 29-in.
Misses' and Boys' -	10-in. x 33-in.
Ladies' - -	11-in. x 36-in.
Men's - - -	14-in. x 42-in.
Men's Hunters - -	15-in. x 42-in.
Men's Shanty - -	16-in. x 42-in.

Snow Shovels

Numbers 10, 22, 19, 20, 21, 24, 25, 28, 29, 30, 23. Also Coles'.

Skates

Spring, Hockey and Racing.

Hockey Pucks, Guards, Gauntlets

Hockey Sticks

Mic-Mac, O.H.A., Salyerd's Special, Hockey Scorer, Practise Boys', Etc.

Sleigh Bells

Back and Body Belts, Swedish Bells, York Eye, and Team Bells, Shaft Gongs and Saddle Chimes

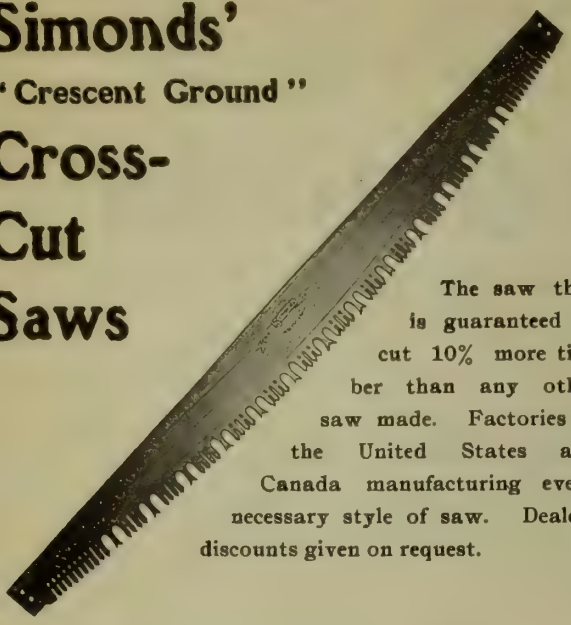
Rice Lewis & Son, Limited

Toronto, Canada

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED
Montreal, P.Q.
Vancouver, B.C. St. John, N.B.

Bone Cutters

This is a favorite size. We make other sizes, from

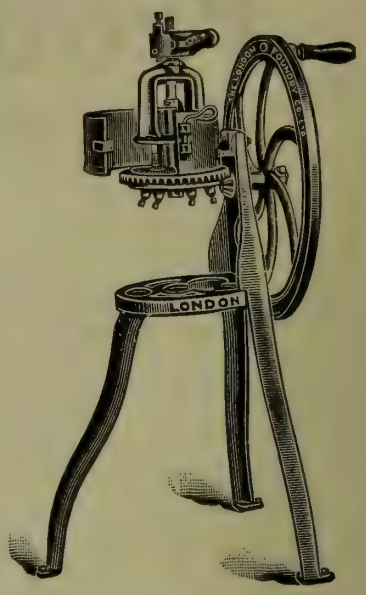
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.

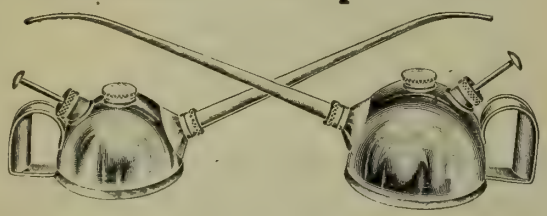


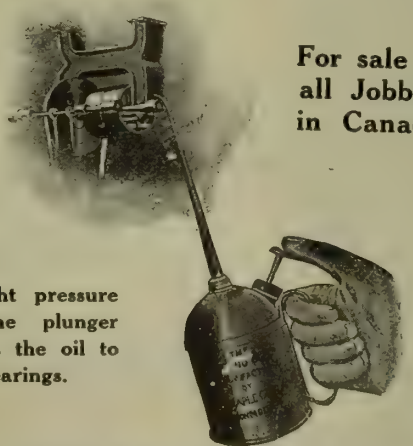
Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Howland Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U. S. A.

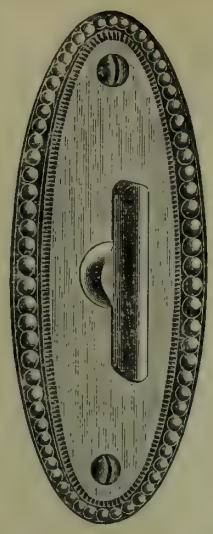
Atkins Silver Steel

Segment Ground

Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.
Canadian Factory, Hamilton, Ont.
Home Office and Factory, Indianapolis



ROTARY STROKE ELECTRIC

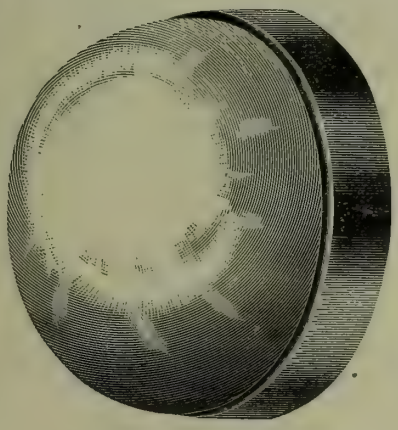
DOOR BELL and TURN

A very handsome, practical and saleable set.

This is only one of our many trade-catching door bell designs. Sold by all leading jobbers in the Dominion.

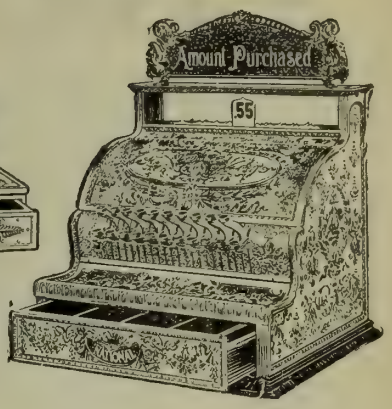
The BELLEVILLE HARDWARE CO., Limited

BELLEVILLE, - - ONTARIO



This excellent line is put up with **Bronze, Brass** or **Steel Turns, Steel** or **Bell Metal Gongs.** Also with **Cast Bronze, Brass** or **Iron Turns.** Our full list is very attractive

They Pay!



Ask the Man Who Has One!

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.

Corner Yonge St. and Wilton Ave., Toronto, Ont.

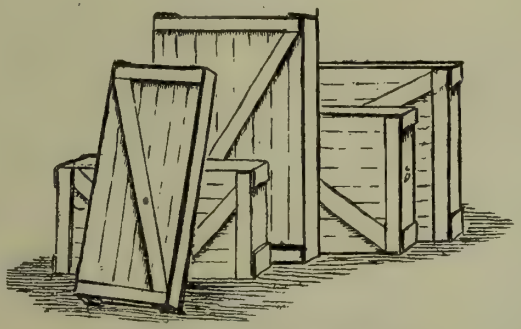
F. E. MUTTON, Canadian Manager

WINDOW GLASS FOR IMPORT

Before placing your import order for **Sheet Window Glass,** write our nearest office.

Our glass will be packed in extra strong cases and will be well braced with battens, thus insuring delivery in sound condition.

Delivery will be made at any time desired.



Obtain our prices before placing your order.

Our travellers will be pleased to call on you and quote prices.

GLASS will be of the best quality, FULL WEIGHT and true to size.

We guarantee entire satisfaction.

THE HOBBS MANUFACTURING CO., Ltd.

FACTORIES AND WAREHOUSES:

Toronto **LONDON** **Winnipeg**

THE KNOCKER

He's Undesirable, but Preferable to the Blocker

The Knocker is a much criticized individual,
But he at least keeps some heads
Natural size. The Blocker is a pessimist who says,
"It cannot be. There's nothing new.
"Originality died years ago."

Tut! Tut! some of us
Still rack our brains
That we may the better
Serve our customers.
Not satisfied to merely
Take the order on a
Yesterday, To-day and
Forever basis.

McClary—there's a name
That spells "Go-aheadness."
Sixty-one years of up and doing—
Growing, growing, growing—
Bigger, Brighter, Better.

Hitched to "Famous" and
Located on a stove,
Furnace or enamelware,
It means a sale
For someone—You.

Just think of the
Opportunities for 1909
You will have with
"Pandora" Range alone.
There will be at least
Three New Exclusive Features
On this range—More sales
Well! That's an easy guess.

Don't have to even put
Your shoulder to the wheel.
Our advertising does that for you.
Just store in a goodly measure
Of enthusiasm—infuse into your
Clerks, your patrons—
Talk "Famous McClarys"
Wherever you go.

There's some goods that
You'll need right soon
The McClary man is ready
But if you're in an extra hurry
Use that little post card
In the mail outfit—
Then say, "It's up to you."

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary

Crown Perfection Range

"Smart's Crown"

A new addition to our line which we guarantee to be the equal of any Range (and superior to many) in construction and baking qualities.

The Crown Range

is a sure seller, just the kind of Range for which there is a good demand and just the one you want to handle. A Range that sells at a Reasonable Price and which can be heartily recommended.

The JAMES SMART MFG. CO., Limited

Winnipeg, Manitoba **Brockville, Ontario**

When You Sell Clipping Machines Sell the World's Best

They cost you less than cheaply constructed imitations and give a lot more satisfaction

This Stewart No. 1 Ball Bearing Clipping Machine

is made with cut steel gears (not cast) hardened file hard and running constantly in oil; the highest grade flexible shaft and the world famed Stewart one-nut tension clipping knife.

We guarantee that it must please the man who gets it better than any other machine made, or it can be returned to us for refund of all money paid out including transportation both ways

All Leading Jobbers in Canada Have It

CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Ave., Chicago

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

DRUMMOND, McCALL & CO.,
or to MONTREAL, QUE.
CANADA IRON FURNACE CO.
MIDLAND, ONT. Limited

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

THE ERECTION AND REPAIR OF

WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY
Technical Book Department
10 FRONT STREET EAST, - TORONTO

SOMETHING NEW IN FENCE

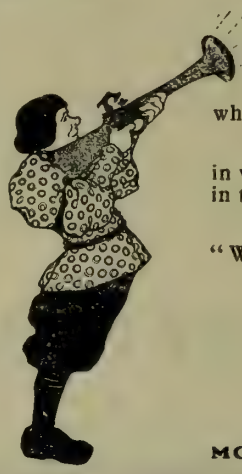
The "Leader" Woven Wire Fence does not bow or sag when erected. It is made of all No. 9 hard galvanized wire, with double-grip lock.

GATES, WIRE and FENCE SUPPLIES

Hardware Merchants wanted to handle our Goods.

LEADER FENCE

Frame & Hay Fence Co., Ltd., Stratford, Ont.



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in your proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
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5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,
MONTREAL TORONTO WINNIPEG

THE LARGEST

HOCKEY STICK

Manufacturer in Canada

The BEST and CHEAPEST Stick on the market.

Salyerd's Special

Takes the lead through Canada and the United States.

Wholesale and Jobbing Trade only supplied.

Manufactured by

E. B. SALYERDS,

Preston, Ont., Can.

note the address.

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**

Lachine, June 5, 1903.

The J. W. Harris Co., Limited, Montreal.

Dear Sirs,—Your system of ventilation installed in our Convent has given us absolute satisfaction.

Yours respectfully,

Sister Marie Pacifique, Gen. Eco.
Sisters of Ste. Anne.

Made by

The J. W. HARRIS CO., Limited

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Montreal

Hubbell Shade Holder

No. 46042

Made in two parts—a split collar and the holder. Can be attached to any standard socket without the aid of tools, and holds the globe or shade perfectly straight and true.

Its rigidity prevents the globe or shade from being sprung out of position.

Manufactured by the

R. E. T. PRINGLE COMPANY, Limited

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Peerless Freezer Sold Everywhere Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.

Dana Food Chopper

Dana Mop Wringe takes a Woman off her knees

THE DANA MFG. CO., CINCINNATI, O.

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
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82 St. Francois Xavier St., Montreal

For F. JOYCE & CO., LONDON, ENG.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

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Three Wheeled Farmer's Wagon and Stock Scale

Capacity 2,000 lbs. Platform 24" x 36"

¶ The only scale that will weigh on an uneven floor.
¶ The wheels are larger, and therefore scale is easier drawn than any other scale.
¶ The wheels are encased to prevent rubbing on anything projecting over platform.
¶ The handle is self-locking, and will not fall down when not in use.
¶ Material and workmanship equal to any of the most expensive scales on the market.

Manufactured only by

THE AYLMER PUMP AND SCALE CO., Ltd.

AYLMER, - ONT.

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

An Unbreakable Fence

The "DILLON" HINGE STAY FIELD FENCE

is the only wire fence on the market embodying the hinge-stay principle. In the Dillon, the upright stay wires are hinged to the laterals. Thus, when any weight strikes the fence the wires do not bend or break as with ordinary wire fences, but merely "give" at the hinges. When the weight is removed the Dillon springs back to position absolutely uninjured. It's worth while handling a fence like the "Dillon."

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THE OWEN SOUND WIRE FENCE CO., Limited

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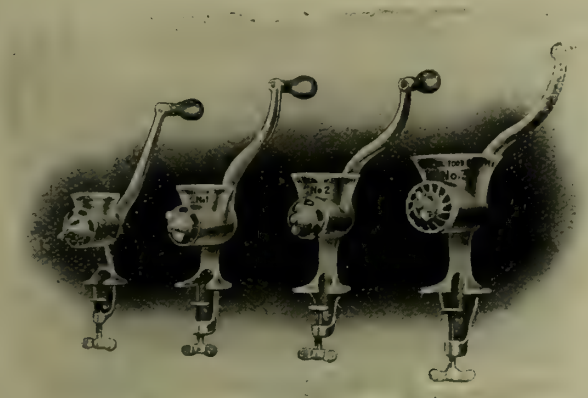
SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver }

STEEL KNIVES—

properly tinned, self-sharpening, self-cleaning, absolutely non-rustable steel knives — are features of the

"GENERAL" and "SHIRREFF" FOOD CHOPPERS



"General" and "Shirreff" Choppers are made in four sizes—a range that covers your demand from the largest to the smallest.

Prices and Discounts on request.

SHIRREFF MFG. CO., Limited
BROCKVILLE, - ONT.

New Year's Announcement

TO THE WHOLESALE HARDWARE TRADE

The undersigned take this opportunity of advising their Hardware friends that they have entered into partnership and are established in the Manufacturers' Agency business in Montreal.

It is our intention at an early date to call personally on the trade, and we hope that by keeping closely in touch with our customers and by giving all business entrusted to us our personal attention, that we will secure a fair share of your valued orders.

COULSON & BLAKIE

Office and Warehouse: 459 ST. PAUL ST., MONTREAL
Telephone: Main 6829

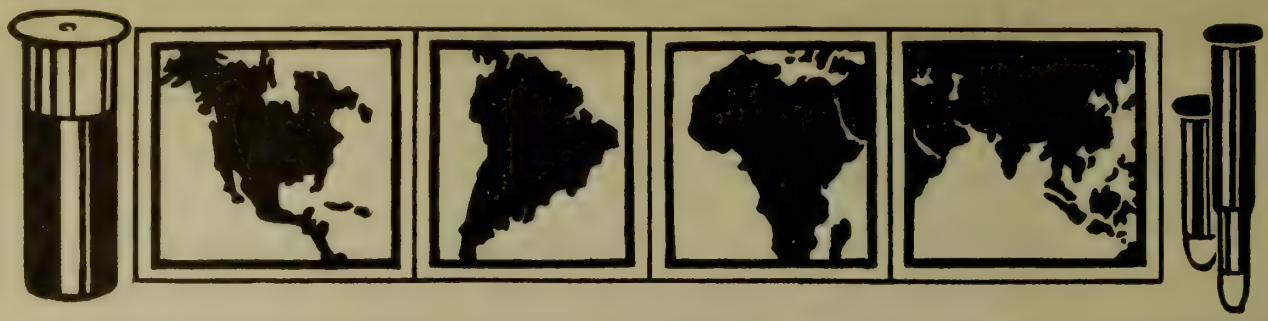
DISSTON SAWS

BACKED BY THE
DISSTON SAW WORKS
AND BY THE
DISSTON METHOD
of manufacturing

THIS BRAND

ON SAWS AND TOOLS
will continue to be recognized in the future as in the past
SIXTY-EIGHT YEARS
as a guarantee of Highest Quality and Efficiency.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.
Keystone Saw, Tool, Steel and File Works.
CANADIAN WORKS, 112 Adelaide Street East, TORONTO



BEHIND EVERY SUCCESS IS A PURPOSE. Ours is to make the best ammunition in the world. Yours is to sell the best ammunition.

Our purpose reaches across the Atlantic to get the finest smokeless powders made. We will go to the ends of the earth to get the best metal, paper, ingredients, machinery and experts.

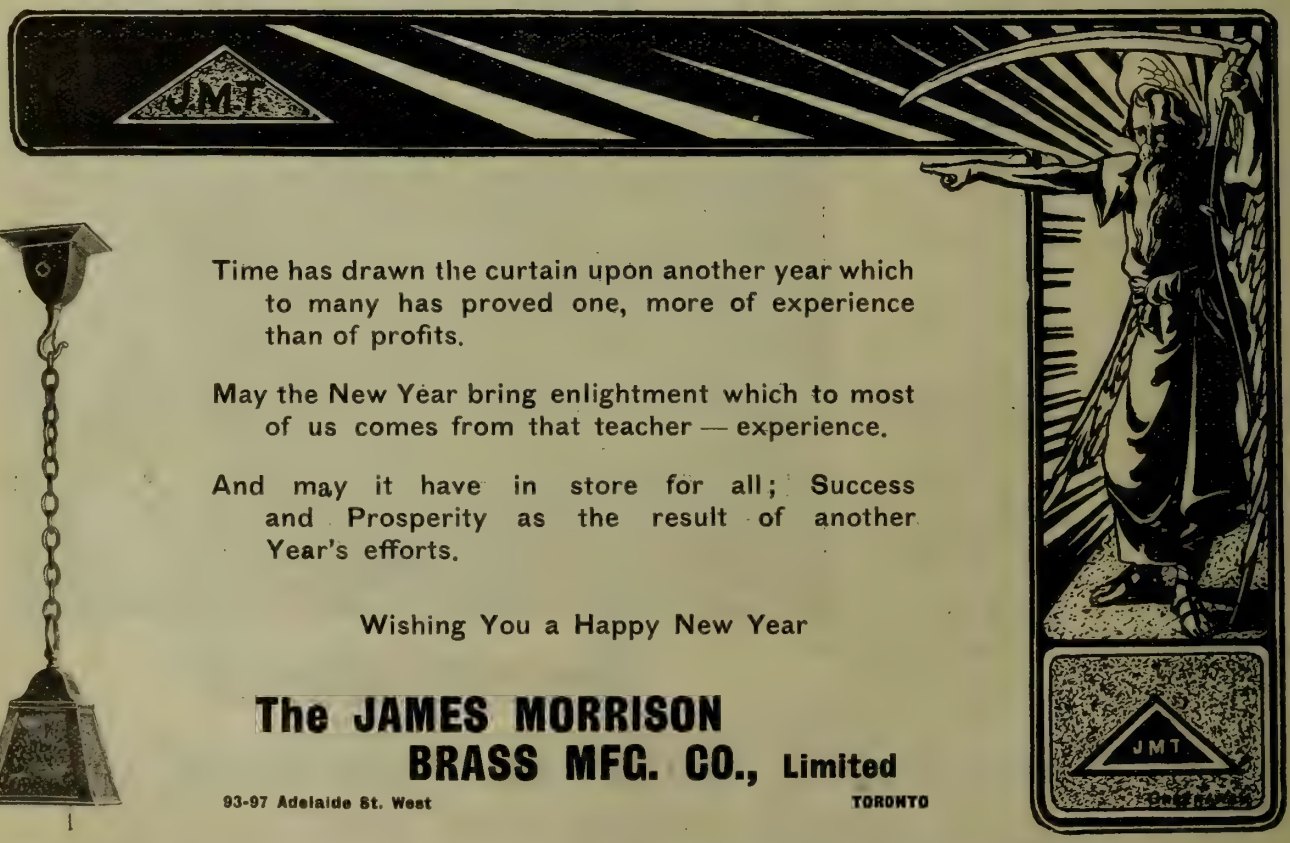
You have only to reach to us, to sell the best ammunition. Your success is worth a post card.

Cartridges of every size, for every make of arm. The four famous, perfect shells.

DOMINION CARTRIDGES (Sure Fire)

Regal Shells	**Imperial Shells**	**Sovereign Shells**	**Crown Shells**
(Ballistite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder.)

Dominion Cartridge Company, Limited, Montreal



Time has drawn the curtain upon another year which to many has proved one, more of experience than of profits.

May the New Year bring enlightment which to most of us comes from that teacher — experience.

And may it have in store for all; Success and Prosperity as the result of another Year's efforts.

Wishing You a Happy New Year

The JAMES MORRISON BRASS MFG. CO., Limited

93-97 Adelaide St. West TORONTO

"Our customers tell us that we make the best Brass Goods for Plumbers' and Engineers' use."

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

Canadian Wholesale Hardware Association.—William Starke, Montreal, president; D. H. Howden, London, vice-president; A. Jeanotte, Montreal; W. J. Lawson, S. R. Kennedy, Toronto; J. G. Lewis, Montreal; A. Prudhomme, Montreal, directors; James Hardy, Toronto, secretary-treasurer.

Maritime Wholesale Hardware Association.—W. G. Robertson, Halifax, president and secretary; W. S. Fisher, St. John, vice-president; George C. Weldon, St. John; John A. McAvity, St. John; John M. Robertson, St. John, Percy Simmonds, Dartmouth, A. J. Grant, Halifax, executive.

Hardware and Metal Association of British Columbia.—John Boyd, Vancouver, president; J. A. Cunningham, New Westminster, vice-president; John Burns, Vancouver, secretary-treasurer.

Alberta Hardware Merchants' Association.—John Drewe, Calgary, president; R. L. Gaetz, Red Deer, first vice-president; J. Dowcett, Edmonton, second vice-president; L. W. Kribs, Frank; C. W. Marshall, Nanton; W. G. Stafford, Lethbridge; A. E. Clemens, Sedgwick, and C. W. Hislop, Carstairs, executive committee; A. T. Linton, Calgary, secretary-treasurer.

British Columbia Hardware Dealers' Association.—Charles Snell, Vancouver, president; T. Stearman, Vancouver, vice-president; Messrs. Lusby and Blakely, New Westminster, and Henderson, Vancouver, executive committee; Wm. J. Butt, Vancouver, secretary-treasurer.

Ontario Retail Hardware and Stove Dealers' Association.—J. R. Hambly, Barrie, president; D. Brocklebank, Arthur, first vice-president; A. Ballantyne, Brantford, second vice-president; John Caslor, Toronto, treasurer; W. G. Scott, Mt. Forest; J. Walton Peart, St. Mary's; D. Cinnamon, Lindsay; R. C. Chown, Belleville; W. H. Richardson, Essex, and J. R. McMillan, Guelph, executive committee; Weston Wrigley, Toronto, secretary.

MORE FIRMS TO EXHIBIT.

During the past week the Lufkin Rule Co., of Canada, Windsor, and the Standard Paint of Canada, Montreal, arranged to make exhibits at the big convention of the Ontario Retail Hardware and Stove Dealers' Association at Hamilton, on Feb. 9, 10 and 11.

Another feature developing is the expressed intention of some of the firms whose travelers will be on hand to give out small souvenirs to the members of the association in attendance. The association executive has ordered a large supply of handsome badges worth about half a dollar each and having a distinctively hardware design, and this, along with the reminders supplied by manufacturers will make interesting mementos of the convention.

WHERE ORGANIZATION HELPS.

The carrying over of stock from one year to another is a problem with every merchant and one that is generally conceded to be a very stiff one. The National Retail Hardware Bulletin believes that merchants generally do not do enough business in proportion to the size of the stock they carry, contending it is often the case that a merchant would not need a whit larger stock to do a third or a half more business. Where this is the case they are losing money on the depreciation of carried-over stock and losing the distinction of having a modern store.

Suppose the cost of advertising special sales does absorb all the profits on such a house cleaning; a lot of goods will be gone that would otherwise have been carried over and ultimately sold for considerable less. Moreover this old stock takes up room on your shelves that should be occupied by up-to-date goods.

It is a false theory to imagine that the buying public has not a pretty good idea of what class of stock you have on your shelves, and there are few things that aid the invasion of catalog houses more than the fact that retail merchants do not carry a sufficient assortment of modern things that are made so prominent in the big catalogues.

The time is coming, unless merchants awaken from the lethargy in which they have so long been enthralled, when they will have to increase their advertising appropriations, not in order to build up business, but for self preservation and to get trade already lost. It must be borne in mind that if people cannot get the newest and most modern things in your store they are going to go somewhere else for them.

Every time you clean out old stock to make room for new you are making your customers realize that your business is essentially modern and that you are very apt to have just what they want. Every piece of goods you carry over is a nail in the reputation of your store for moderness. All these facts considered it is indeed hard to see how any merchant, observing the extent of mail order house efforts, can remain blind to the necessity of using every means at his command to counteract it.

FOOLISHNESS OF PRICE-CUTTING

A great many travelers who claim they are salesmen have none of the qualifications for such a position, and some of them cannot even be classed as high as "order taker." The "order taker" books what business he can find at the regular prices, but the man who grades lower than the "order taker" is the man who cuts prices.

He gets business. His order book will show that, but at what profit to the house? Many such men are absolutely unable to show any net profit to their house, and under such circumstances they are worse than useless to that house.

The man who depends on cutting prices to sell goods admits that he is no salesman. If he were a salesman he could sell the goods at the same price the customer had been paying for them. A lower price than a competitor, on the same goods, is not only an admission that the man making the cut is a poor salesman, but that his house is a back number for employing him.

An order taken from a retailer without profit does not bring you his future business unless you continue the unprofitable tactics. He merely makes it a point to use you to beat down prices. If the cut on one article on the order is made up by increasing the price of another, he will eventually find you out, and then you are worse off than before.

Every convention that is held by making, jobbing or retailing associations runs into the vexed question of price cutting at one time or another. It is to be hoped that a day will come when everybody will understand that "mutual advantage" is the goal of trade, and that there is no mutual advantage where one of the parties lose money on the transaction and where the whole industry is demoralized by reason of the price-cutting tactics of the seller.

NEED OF TRADE ORGANIZATIONS.

We are living in an age of organizations and associations, and they are found in all parts of the world. Progress and changed conditions have brought them about—have made them necessary.

Not so many years ago business was done by the individual or a partnership of individuals, but the company or corporation is rapidly replacing them, and the business signs of individuals or co-partnerships are constantly decreasing.

Business corporations, consisting of a greater number of individuals, are constantly increasing. Modern business methods, progress and incentive to do greater things have made this necessary as well as beneficial in many ways over old methods. We are agreed in this.

Now, if such association and co-operation are necessary and proper for the present conduct of business in individual concerns, is it not equally essential in a larger sense, as evidenced by the numerous trade associations? The associations represented here to-day are a manifestation of this necessity.

PRESTIGE.

Prestige is defined as the influence which arises from reputation. That being the case, it naturally follows that anything which effectively spreads a firm's good reputation is a direct aid to prestige. Most travelers prefer to work for a firm which has prestige with the trade. The very weight of a name often helps a good deal. All concerns which persistently advertise in a good trade newspaper have more or less of prestige with the trade; because the fact that a firm persistently advertises is convincing evidence to the retailer of that firm's progressiveness and prominence in the trade. No use talking; live trade newspaper advertising, does tend to make the travelers' path easier to tread!

What Good Roads Mean to the Retailer

Impassable Highways Divert Business From the Local Stores to the Mail Order Houses — How Merchants May Further Their Own Interests by Supporting Movement for Good Roads.

Whether the retailer in the country town realizes it or not, the question of good roads is one with which his interests are closely allied. It is quite possible that in the past the relationship between the extent of business in a town and condition of the roads leading to that town has not been fully understood, hence the apathy, or, at best, half-hearted sympathy exhibited by business men towards projects having for their object the systematic improvement of the roads.

Few subjects deserve such attention by the country merchant as that associated with providing good highways leading to the town in which he does business.

It must be obvious to every such merchant every time the roads are in a condition which prevents farmers' wives and daughters from coming to town, the opportunity of doing business which their presence there would afford is lost, and may it not be quite possible that some of the growth of the business done by city mail order houses with persons resident in the country may be traced more or less directly to the fact that poor roads make journeying to town a hardship to the women of the family, at least.

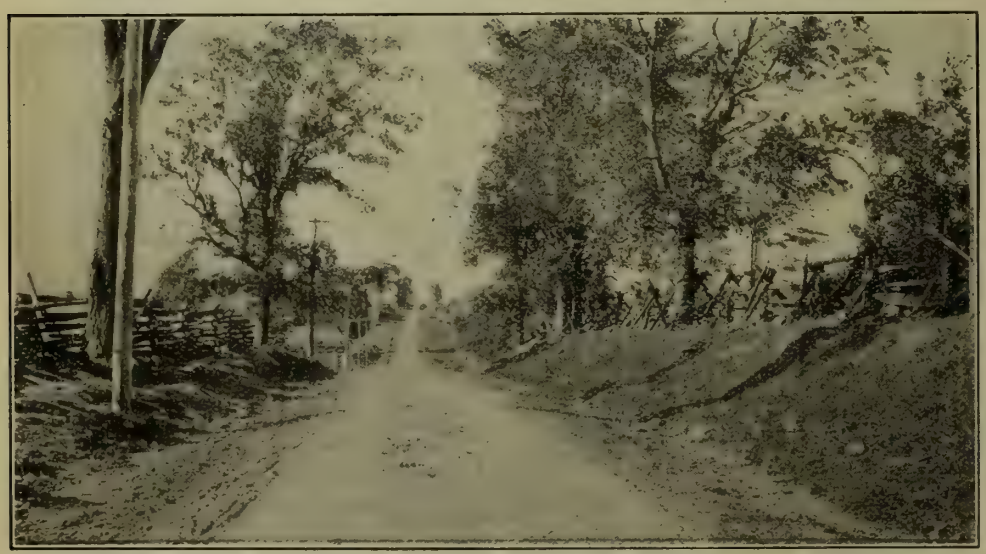
These are points in this question which have a direct bearing upon the business of the country retailer, and they seem to justify the statement that these retailers are under a responsibility to themselves to further to the extent of their ability any movement towards better roads which may be promulgated.

Fortunately for the retailer, though it must be confessed, most frequently without the active support from him which should have been accorded, a great deal has been done along this direction in Canada, and there are indications that in some quarters at least, the importance of this project in its local as well as national aspect, has been appreciated.

The direct benefit accruing to the retailer alone constitutes sufficient reason for his active interest in the good roads question, but there is an indirect benefit, which, after all, perhaps furnishes the strongest argument in favor of his support of this project.

Good roads mean more prosperous farmers. Every dollar spent in improvement of highways adds many dollars to the wealth of the farming community served by it, in the increased facilities which good roads afford for successful farming.

In the Summer this Road Will be Pleasant, but the Growth of Grass and Flat Character of the Roadway Will Make it Almost Impassable in Spring and Fall.



An Inexpensive but Serviceable Road in Hastings County. It has been Gravelled and Proper Provision Made for Drainage.

Good roads are essentially a business proposition. They represent an investment which will bring handsome returns by increased property values, and facilities for transacting farm business at a greater profit. When a loan company is asked to advance money on farm property, the class of roads leading to the farm is one of the prominent considerations in appraising its value. A farm with good highways approaching it will sell more readily than will one which has to be reached over neglected and badly constructed roads. Quoting a recent statement by the president of a leading Canadian bank, "Our counties and townships in the older parts of the Province are, as municipalities go, comparatively rich, and there is no obvious excuse for roads which in the spring and autumn, for many weeks together, are of very little use."

Good roads are of vastly more importance to the development of any country than is commonly attributed to them. A vague impression prevails that railways have superseded them, and that so far as industrial, commercial and social progress is concerned, the condition of the common road is of little consequence. A

more indefensible position could not be taken. Railways mean, above all, further development, and that development demands the improvement of country roads as feeders to the railway, and for communication with the adjacent country. Every nation that has achieved supremacy has been a builder of roads. Good roads are not merely an index of, but a means towards national greatness.

In Ontario alone the rural roads are costing more than $2,000,000 for maintenance, but while this is the actual expenditure, there is, in addition, a tremendous toll of time and energy wasted in traveling over bad roads; energy which would be spent profitably were the country's highways in good condition. This and the many other inconveniences of bad roads, handicap farming to an extent, the sum of which is seldom realized.

Conditions Getting Better.

There is, however, an improvement in progress, and during the last few years a great deal has been done. In Ontario many counties have adopted a system of county roads, and this has invariably been followed by the existence of very much better conditions. The Government, in order to encourage this movement, set apart $1,000,000 to be used as grants to counties taking advantage of the provisions of the Act passed. By this Act the Government pays one-third of the cost of improvements effected in counties working on the county system.

In places where the farmers themselves, as the class most directly benefitted, are not sufficiently appreciative of the advantages represented by good roads to interest themselves in an effort to secure them, merchants will be consulting their own interests by heading a movement with this as its object. It may be that public sentiment has already been partially awakened and that the efforts of merchants to crystallize such sentiment into action will meet with a ready response.

It is possible that an association has been formed, but if there is no such organization the retailer should lead in organizing one. His business will be helped through his being identified with the movement, and he will benefit even before his efforts and those of his neighbors have resulted in the improvement of the highways.

It has indeed become generally recognized that this matter of roadmaking can no longer be carried on by means of the antiquated system under which the farmers supplied their labor. It is admitted that the work must be done in a scientific manner and under the direction of both the Provincial and the county authorities.

Here is where the retail merchant comes in. He usually occupies a position of prominence and authority; he has special opportunities for impressing right views upon his community. He could, for instance, utilize his display windows for exhibiting the difference between good roads and bad ones. Photographs of the old-fashioned dirt road and of the modern highway can be obtained at small expense, and if displayed in the window, with appropriate printed matter, will attract wide attention. Nor will they in any way interfere with the display of merchandise. On the contrary, the photographs will attract people to the window, and after the spectators have absorbed the ideas presented in the views they will turn their minds to the merchandise.

One such man can accomplish a great deal if he is energetic and enthusiastic and appreciates the far-reaching effects which will accrue to the business of a town leading to which is a system of good roads, easily traveled in all weather conditions.

A Mud Road, the Counterpart of Which May be Seen in Many Parts of Canada To-day. Can One Imagine Any Pleasure in Riding Over This Road?

WORLDWIDE POWER COMBINE.

A worldwide agreement of all the powder companies in this country and Europe was presented at the federal hearing in Cleveland recently. It provided for a $50,000 fine for any breach of the agreement. This document, after presentation, was identified by President Almon Lent, of the Austin Powder Co., of Cleveland. The agreement was signed 1897, and provided that it should continue in force for ten years and afterward until such time as the companies saw fit to revise it. President Lent says that his company withdrew from the agreement at the expiration of the ten years. The testimony brought out at the hearing related only to the effect the agreement had upon the Austin Powder Company. Its worldwide effect was not touched upon.

LONDON'S PIONEER STORES.

It is not a little remarkable that of the pioneer hardware houses of London —that is, those of the forties and fifties —not a trace remains to-day. The first hardware house here of which there is any record or any one living has recollection of, was conducted by the late Adam Hope, whose business was largely confined to wholesale. While that house was still in existence, the retail firms of Shaw & Vennor (afterwards C. D. Shaw & Co.), Lionel Ridout, Smith, Chapman & Co., Chas. Warren, and, subsequently, T. & J. Thompson (wholesale and retail), came into existence. To-day not even a reminder of any of these business houses remains. In the seventies the firm of Cowan & Wright commenced business, and continued for several years. The late James Cowan (an ex-Mayor), was the practical man, while the late James Wright, who had been a school teacher, looked after the office work. When the partnership was finally dissolved, both members of it continued in business, and to-day James Cowan & Co. (wholesale), the Cowan Hardware Company (retail), and James Wright & Co. (wholesale, heavy hardware, bent goods, etc.), are among the leading, as they are the oldest concerns of the kind in the city. In each case the business is being carried on by the sons of the deceased founders.

WELL-THUMBED EVIDENCE.

A short time ago a well known trade paper received a substantial advertising order from a concern which had formerly used space very sparingly. Later, the sales manager of that concern while conversing in a social way after business hours with the trade paper's advertising representative, explained his reason for the increase of advertising. He said that while making a personal trip over the territory of a sick traveler he entered the private office of a large retail merchant from whom he got only occasional and sparing orders. But, before leaving, he noticed that the most well-thumbed article on that merchant's desk was the current issue of the trade paper in question. That decided him.

Troubles with Heating Apparatus

Some of the Complaints Met With and How to Overcome Them—By C. E. Olda cre.

There is one class of trouble that comes to pretty near everyone engaged in the heating business, and that is complaints from users of apparatus that has been installed during the previous summer and which for one reason or another have not been got down to working conditions. We do not refer to the job that has been skimped or the one that has been put in on a strict price consideration, but the well laid out heating plant, be it warm air, hot water, or steam.

No matter how well a heating plant may have been laid out or how well the work may have been executed there is every likelihood that there will be a complaint of some nature or other from the new user, especially if the user is not entirely familiar with the particular form of heating ot type of apparatus. Everything may be left in the best of order and good and sufficient directions for operation of the heating system may have been posted at a point convenient to the user, but for all that, if the user is not of a mechanical turn of mind some trouble of greater or less magnitude is liable to crop up when least expected.

Be Ready to Answer Questions.

There is no better plan for the heating man, if he wishes to overcome all of the difficulties and have the largest percentage of satisfied customers to ask them to notify him when they are going to start up the apparatus and then for him to be on hand, start the apparatus and give personal instructions as to the operation, and clearly answer any of the thousand and one questions that may occur to the mind of the average user. He at once shows to the user his personal interest in the well working of any apparatus installed by him, which is appreciated by every user, and at the same time he is in a position to satisfy himself from personal observation of the plant in operation that everything is in first class working order. It affords him the opportunity to clear up many points that may not be clear to the user and to set the user to rights where otherwise the management of the apparatus would be entirely wrong.

On every boiler, heater or furnace there are two or more dampers, and no matter how simple their use may be to the heating man, they may be a puzzle to the user, and their action on the furnace may be misunderstood.

It is fair to say that with the average well constructed heating plant that the principal causes of trouble are poor drafts and bad management. In former articles we have dealt with the question of chimneys and drafts and the trouble from this source has been explained at some length, but even where the draft is all that could be reasonably expected yet the heating man is liable to be called on to explain many seeming troubles that cause complaints.

Complaints About Smoke.

One of the first complaints heard early in the season is that a fire can not be started without the furnace, heater or boiler emitting smoke into the cellar. Maybe the damper in the smoke pipe is closed tight, or perhaps there are two dampers in the smoke pipe and the user has taken notice of only one. It is the custom of the manufacturer to provide his heater with a damper in the collar of the smoke outlet and the furnace man or fitter puts another damper—a turn damper—in the smoke pipe at a convenient point say two to four feet from this smoke outlet.

The furnace may have a dust damper between the combustion chamber and the ash pit, and this damper may have been left open. There may be a clean-out at the base of the chimney, and this may have been left off.

Or possibly the user has never had the care of a furnace before and he does not understand the proper way to start a fire. He may go to work and put in plenty of the best kindling and then leave the draft doors at the bottom open entirely too wide, thus causing the furnace to emit volumes of smoke into the basement or cellar. Or he may load the fire-box up with coal long before the kindling has become thoroughly ignited, causing the fire to be smothered and eventually to go out entirely. The furnace or heater may be one of the indirect type and has a direct damper and this direct damper has not been opened. If the heater is of the indirect type there may be one or more clean-out doors which have been carelessly left open.

Sometimes too Much Heat.

Another class of complaint is that of too much heat in the early fall when only a small amount of heat is needed. This complaint is more likely to occur where the heating apparatus is fully equal to the needs at all seasons of the year. That is, it has been put in of full and ample capacity and needs to be held in reasonable check when the weather outside is moderate. This is very likely to occur from shaking the grates too much. It is quite easy to explain that the more the ashes are allowed to accumulate on the top of the grates—not at the bottom—the less is the draft that can pass through the fuel and consequently the less heat that will be had on account of the smaller amount of fuel that will necessarily be consumed.

Keep the fuel up to the bottom of the feed door to get the best and most economical results and shake the grates according to the amount of heat required. The clearer the fire is kept the greater should be the heat received from the heater and the more the ashes are allowed to accumulate in the fire box the less will be the heat.

The frequency with which the grates are shaken or agitated is one of the very best means of controlling the heat and at the same time it regulates the fuel consumption to the weather conditions.

Size of Coal to Use.

The quantity and size of the coal used is the last thing with which to find fault, it is always best to be sure that all other possible causes of trouble have been thoroughly looked into and found to either exist or not exist. Where an apparatus has been built adapted to any given class of fuel it will generall be found that very good average results can be had with the most of the fuel of that class.

After the means of regulation through the amount the grates are shaken comes the question of the setting of the damper in the smoke pipe. The more this damper is turned to the closed position the less will be the volume of gases that can be carried to the chimney and the more it is open the greater is the volume of the gases that will be carried off for any given size of smoke pipe. Just where the damper wants to be set is somewhat of a matter of experience with each individual case, as the velocity or intensity of the draft through every chimney will vary from some other chimney, and it may vary in the same chimney, but it is perfectly safe to turn the damper, after the fire is once well started, to a position half way between full open and completely shut. But the proper point, as has

been stated, is a matter for experience and testing.

Fire Box Full of Clinkers.

Then comes the complaint heard along about the time of the first good cold snap—not enough heat. Very likely you may find the fire in about the same condition that you would expect to see it for the most moderate weather or perhaps even a poorer condition. You open the feeder door, look into the fire box and here apparently is a good deep fire. Then you open the ash pit doors and look underneath the grates and there is not a particle of light from the fire to be seen, or if any, only in spots. You shake the grates so as to get the fire clear on the grates and you find you have not got left hardly enough good live coals to start a fire with. But there is only one thing to do in such a case and that is put on the drafts and get the remaining coal to glowing and then gradually add fresh coal till you bring the fuel up to its proper height—the bottom of the feeder door.

Some time since the writer had occasion to look into a complaint where the user claimed that even in very moderate weather he could not get sufficient heat and investigation showed the condition of the fire was just about what has been described above.

On first examining the furnace, about nine o'clock in the morning, little or no heat was coming from the furnace and the owner said he was sure it was not large enough to do the work; that he had burned lots of coal and was not afraid to burn it if he got the results. He had been operating right along with a shallow fire. The fire he had in the furnace looked allright from the feeder door, but when it was shaken down there was hardly more than enough to start a fire. The fire box was gradually filled and after the fire was going fairly the draft doors were closed and the damper in the smoke pipe was closed pretty near two-thirds. This took about an hour's time. The owner was told to leave it in this condition and another examination would be made about two o'clock in the afternoon. But he said he had no faith in that kind of firing—it would eat up more coal than he cared to buy, and that the fire by that time would be entirely burned out. On the return at two o'clock the fire was in a good condition, had not burned too freely—the entire house was warm all over, from top to bottom, and on asking the owner what he thought of the furnace all he could say was that his only complaint now was that he did not see why he should not have known before how to get the heat from the furnace, and his complaint was against himself for this.

NEW MEASURING RULE.

The Lufkin Rule Company, of Canada, Windsor, are introducing a new idea in measuring tapes. It is an improvement in the markings, and it is such a remarkable improvement that one wonders why it has never been devised before. Although the name does not fully convey its benefits, the new markings have been termed, "Instantaneous Readings," and briefly described, consist of repeating the foot reading at every inch or tenth foot, as the case may be, in figures easily distinguished from the sub-division figures. This brings the total reading instantly before the eye.

The chief difficulty in reading a steel tape arises from the fact that the bright surface of the figures require one to get just the right light to distinguish them. In taking a measurement the total length rarely falls at an even foot, and the reading before the eye is for the sub-division only. It is then necessary to refer back to the foot reading, and in nine cases out of ten the fraction is lost sight of. To avoid error, it is then necessary to take another measurement.

The new method overcomes these difficulties entirely, the whole reading appearing directly and instantly before the eye. Those using a steel tape will readily appreciate the vast saving of time and eliminating of errors these markings will insure.

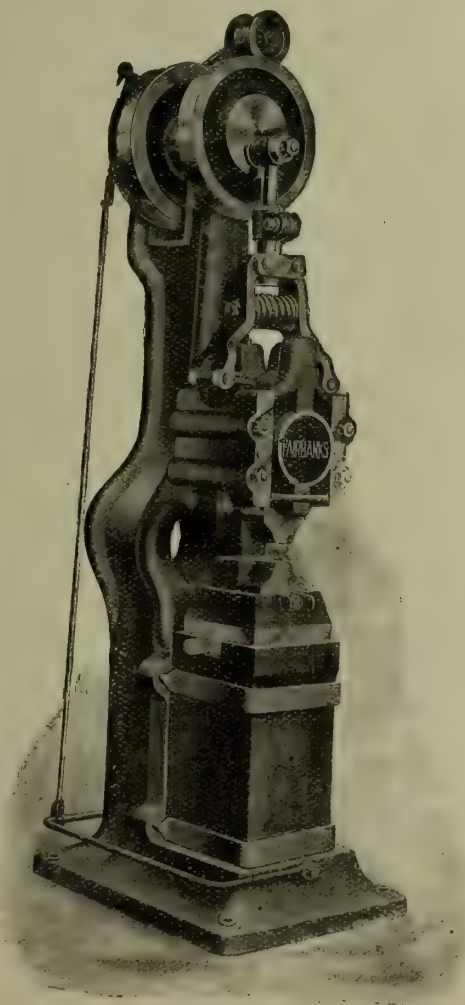
The Lufkin Rule Company of Canada have patents pending on these improvements which will cover all its applications and which will fully protect them in the manufacture and sale of same. An attractive circular will be sent, together with a sample piece of tape on application to their office at Windsor.

Lufkin's New Measuring Rule.

NEW POWER HAMMER.

The Canadian Fairbanks Co. are producing at their new plant at Sherbrooke, Que., the new power hammer shown in the accompanying illustration. For practical construction this hammer, it is said, can not be surpassed, and as a mechanical product it is unique for its simplicity of construction, easy adjustment, economy of space and great range of work.

No hammer made at the present time has less parts than this one. The solid head of frame in which the crank shaft runs precludes all possibility of cap bolts getting loose or shaft getting out of line. The cut shows the spring mechanism which will commend itself to any mechanic as a practicable way of securing the elastic feature of a power hammer. The entire working parts of the hammer are at the top, in full view of the operator, and every part is readily accessible, being easily operated by men of ordinary experience.



A New Power Hammer.

In the construction of this hammer all parts are of such proportion as to insure durability. The material used is the best that can be obtained. The ram or hammer-head, links, sleeve and connection, are of steel castings; the crank, joint pins and side arms of forged steel; the castings for the other parts of a special formula to insure strength and durability, and every piece used is of iron or steel, except the bronze bushing in the crank connection. The Fairbanks hammer has been run for six years on steel work with a total cost of repairs not exceeding $2.

The Fairbanks power hammer can be adapted to a great variety of work by providing special dies. With proper dies large quantities of forgings of uniform size and shape can be turned out, as for instance, carriage work, stone cutters' tools, edge tools, scythes, hatchets, shoe dies, welding gas tubes, etc. The dies always come squarely together in any size or thickness of work, so that parallel sides are insured when wanted.

The Canadian Fairbanks Co. have these hammers on exhibition at their various warehouses at Montreal, St. John, Toronto, Vancouver, Calgary or Winnipeg, where full particulars may be obtained.

HARDWARE AND METAL

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THE CLERK WHO SUCCEEDS.

The hardware clerk should study the business he is engaged in just as attentively as he did his duties at school—and probably much more so. He should study the peculiarities and different characteristics of men. He should aim to find out the reason why he can sell one man a certain high-grade stove or range, while, with all his persuasion, he can not induce another to purchase the same article.

He should, above all else, study the merchandise he is selling. Suppose it is stoves and ranges he is pushing. Does he know and can he explain to the customer the proper regulation of the dampers? Does he know all about the good baking powers of the oven? The economy in fuel consumption? Can he tell a good wearing stove from one that will not last, or does he only guess at it? This the hardware clerk selling stoves and ranges should know. If he knows his line it becomes a pleasure to sell stoves and ranges, but if he "guesses" at every thing he is constantly in hot water. The hardware clerk selling stoves and ranges who can meet the customer with superior knowledge has little difficulty in making sales. This knowledge helps him to sell stoves and ranges; it prepares him to talk intelligently, to advance strong, convincing arguments in favor of the line he is selling and by his knowledge of the goods create such a favorable impression that the confidence of the customer naturally follows, and once this is gained the balance is comparatively easy.

The hardware clerk who would succeed in his vocation should know all he can about the goods he is selling, not only to learn if they are good, but why they are good, and how and why one article is better than another similar article. Furthermore, points out the Hardware Review, the clerk who understands his goods and their various uses, is in a position to give his customer needed advice, information that may be appreciated more than appears at the time of making the sale.

PUT YOUR HEART INTO YOUR WORK.

The man who succeeds in any line of endeavor is he who has worked wholeheartedly, whole-souledly, whole-selfedly for success writes Jerome P. Fleishman in Profitable Advertising.

For this thing called success is simply the realization of ideals we have formed, and striven to materialize.

Don't have a "grouch" against the firm that supplies your bread and butter. Better work for ten dollars a week and work than be employed at twenty-five dollars a week and shirk.

Coming down to the store in the morning with a desire to make the day pass as quickly 7as possible, and with as little real work performed as is absolutely necessary, is a dead-sure way to oblivion.

There's no exhilaration that can equal the feeling a man sensates after a particularly hard job has been got out of the way, and got out of the way by being done right.

The difference between enthusiasm and half-heartedness is the difference between a big, fat envelope on pay day and a salary that gets smaller in the eyes of the man who is always looking for, but never working for a raise.

Enthusiasm! That's the thing that builds bridges and tunnels through mountains. One enthusiastic employe in an organization is worth an army of wishers for six o'clock and Saturday afternoon.

And there can be no enthusiasm unless you are heart, head, and hand in league with your work.

The man who views his daily work as part of his daily self is the man who accomplishes things. The man who performs his duties in a spirit of let's-get-rid-of-these-pesky matters is the man you never hear of as making progress.

Put your heart into your work.

MID-HOLIDAY SALES.

With the passing of Christmas comes the annual problem of overcoming the dullness that seems to be a certain sequel to the pre-Christmas rush, writes Clarfield in the Iron Age. Even when concentrated effort is made to overcome this condition there is, of course, a noticeable falling off of trade, but when no effort at all is made to counteract it the duty of going to the store on the days immediately following Christmas becomes almost a punishment.

While the results will probably not be equally gratifying, it is, nevertheless, just as important to plan to build up the sales during such dull seasons as it is to endeavor to surpass the records of naturally busy times. The sales at the end of any given season will look much healthier and more encouraging if the weak points of the previous year have been strengthened by careful planning and well-directed effort.

Frequently it is possible to show greater proportionate gains against a previous light record than against the heavy seasons which in a growing business become more and more difficult to overcome with each succeeding year. Another important consideration is the fact that during some naturally busy season bad weather or other unfavorable conditions may be encountered, and the effort during dull seasons will then help wonderfully to bring the average up.

This work requires thought and effort to bring effective results, and the mere fact that business is naturally more difficult to get during such "dull periods" makes it necessary that such plans should be unique and forceful.

THE OVER-BUYING EVIL.

Almost every man in business has a certain vanity about him which makes him delight in big orders. He listens to the glib talk of the traveling salesman and reflects that he will look far more dignified if he lets his order be booked for 500 dozen than he will if he timidly murmurs, "Ten dozen of that, please." But he doesn't pause long enough to consider how many dozens he can count with assurance on selling.

Probably for every ten cents that is lost from not buying enough, a dollar is lost from overbuying. In order to secure an additional discount, purchases are often made in excess of actual necessities with the hope that an extra profit may be realized from their sale, but this extra profit is quickly wiped out if at the end of the season there are a lot of goods on hand which must be sold at a sacrifice, or carried over to another season.

Many storekeepers fail to realize that when they sell at cost or less, they have

supplied a demand which should have yielded them a profit, besides the loss of interest on the money invested if the goods have been kept in stock for any considerable time, which is usually the reason for the cut.

The foregoing is not an argument for undue conservatism in buying, but advice against loading up beyond legitimate needs in order to get the quantity price.

PROVIDING FOR MORAL REFORM.

It is understood that the Dominion Government has under consideration and will introduce at the next session a bill aimed to prevent the system of payment of secret commissions of all kinds, whether in connection with private or public business. The measure is intended to cover such abuses as have come to light in the administration of the Marine Department in the recent investigation at Quebec.

The new bill, it has been stated, will be modelled along the lines of the British Act for "the Better Protection of Corruption," passed in August, 1906. A summary of this will give some idea of how far reaching the measure is.

The bill provides that if any agent corruptly accepts or obtains, or agrees to accept or attempts to obtain for himself or for any other person any gift or consideration as an inducement or reward for doing or forbearing to do any act in relation to his principal's affairs or business, or for showing or forbearing to show favor or disfavor to any person in relation to his principal's affairs or business, or if any person improperly gives or agrees to give, or offers any gift or consideration to any agent as an inducement or reward for doing or forbearing to do any act in relation to his principal's affairs or business, he shall be liable to imprisonment for a term not exceeding two years or to a fine not exceeding £500, or to both. A similar penalty is provided for the giving or acceptance, with intent to deceive an employer, of any receipt, account, or other document in respect of which he is interested, and which contains any statement which is false or erroneous or defective in any material particulars, and which is knowingly intended to mislead the employer.

The expression "consideration" is provided to include valuable consideration of any kind. An "agent" according to the Act includes any person employed or acting for another. A person serving under the Crown or under any corporation or any municipal council or any board of guardians is an "agent" within the meaning of the Act.

The Act has been found to be working very satisfactorily in Great Britain. While comparatively few prosecutions have been made since its coming into force in January, 1907, it has been found that the fact of its being placed on the statutes has had a salutary effect in prevention of such agreements as it was intended to cover.

An interesting point in connection with the Act is as to whether it can be extended to cover the practice of "tipping," which seems to fall under the same class of agreement.

It is understood that Hon. A. B. Aylesworth, Minister of Justice, is fathering the new bill in the Canadian house. The matter comes up at a very opportune time and should receive the hearty support of both parties. In preparing the bill, however, a great deal of care should be taken. Business conditions in Canada are to some extent different to those in Great Britain, and a measure which is satisfactory there might not be entirely so here. The bill should be submitted to boards of trade, trade associations, and thoroughly practical business men before any definite steps are taken.

A GROWING EVIL.

The transient trader is looming up larger and more numerous than ever in many counties. He plies his calling with diligence and profit. While other merchants rent stores, pay taxes and water rates and hire help, this peripatetic vendor of wares and goods of all kinds goes about in many municipalities unmolested. The tax upon him is usually small and in other cases the authorities appear to be lax about making a levy or putting the machinery of the law in force. The result is that the trader, who is in a community only a few days, escapes taxation entirely, for, when he thinks that the police department is getting active, he moves elsewhere. The average retailer has no objection to the peddler or transient trader, provided he bears his just share of the cost of doing business and pays a fair license fee, but objection arises from the fact that he too frequently steers clear of a license, the amount of which is, generally speaking, much too low. If the average resident would only stop a minute to consider his own best interests he would discover that he can purchase the goods offered by visiting vendors equally as cheap in his own town, obtain better value and have the privilege of exchanging them if they are not exactly as represented, or, if dissatisfied, have his money refunded.

With the traveling representative, who is here to-day and away to-morrow having no personal interest or stake in the locality, his sole object is to sell goods, make as large a profit as possible and then seek pastures new, while buyers have, after his departure, found to their chagrin and sorrow, that the wares have been misrepresented and the prices charged extortionate. The local merchant is not a bird of passage. He contributes a just proportion of the expense of municipal government by paying taxes, local improvement rates, water bills, lighting, heating, etc., besides giving employment to a number of residents. In many instances he has thousands of dollars worth of capital invested; his goods are open for inspection; his prices reasonable, consistent with a moderate profit and the constantly increasing expense of doing business. He is of necessity a friend to the people among whom he resides and to the village or town in which he makes his living. On the ground of public spirit and loyalty to home interests, the consumer is in duty bound to give his support to the local business man in preference to the transient trader or the itinerant peddler.

ADDING NEW EQUIPMENT.

A good many men in business to-day seem to forget that not only interest, but a profit above interest should be made on the investment each year, not only the investment in stock, but also in fixtures and equipment.

Every part of the business equipment deteriorates in value as it grows older, so a certain amount of its value should be cut off from the inventory each year, and this loss should also be considered when the earnings of the equipment are figured.

Many men in business never take the trouble to figure whether they are making or losing money on their equipment. They find they have a little more money at the close of the year than at the beginning, and do not bother to see where it comes from. They do not know whether the addition of a new piece of machinery or other equipment will make or lose them money; if it is a little handier, that is enough.

The right way to figure on the profits on any new equipment contemplated is to make the best possible estimate of its earning capacity, that is, how much it will increase business or cut down expenses, as a labor saving device which will save the hire of help may be a better investment than one which will increase the volume of business. After finding out about how much more it will make for the business, figure up how much it will cost to operate it, then interest on the investment and an allowance for wear and tear, the same as though you borrowed money to buy with, and deduct these figures from the earning capacity, and it is easy to see whether it will pay to add that particular kind of equipment.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Ammunition—The Dominion Cartridge Company, Montreal, have issued a revised list of their loaded and empty paper shells, which will be found in our current market quotations. The list on metallics remains the same.

MONTREAL HARDWARE MARKETS.

Montreal, Dec. 31.—Taking a review of the markets during the year the most noticeable feature has been the steady way in which prices have held. With but few exceptions manufacturers, despite the sluggishness of trade, made no attempt to force a demand by lowering prices. They recognized that if consumers were not willing to buy, all the price-cutting in the world would not make them. Not only would the attempt end in failure, but the markets by such a course would be rendered unstaple. Prices, therefore, having held firmly, conditions have been good all the way through, and conditions are in fine shape for the future.

Another noticeable feature has been the hand-to-mouth buying which has characterized the demand. There has been extremely little booking ahead and dealers have been content to send in sorting orders of a light character. This holding off has made each of the seasons late, especially with regard to the fall. It has been in many cases imagined, in consequence, that the volume of trade was away below what it really was. Large orders have attention paid them, while the smaller ones are more apt to slip through without notice, the fact being forgotten that small orders, if numerous, amount in the end to just as big a volume as the less frequent large ones. We have no doubt, therefore, that many merchants, when they have completely posted the year's business, will find that it reaches a much higher proportion than they imagine.

The year may not have been a great one, but considering the disadvantages against which it labored at the commencement, it has not been a poor one. And what is better, everything is in good fettle for the new year's trading. Owing to the sorting-up character of the buying, stocks are admittedly on the light side, while the consuming demand, after being on short commons for a year, will be more than normally ravenous. Besides, there will be the extra demand from the development of the country during the year. The harvest has been a record one, bills have been liquidated that pressed hardly upon the farmer, and everything therefore is ready for a bumper year.

BUILDERS' HARDWARE — The falling off in the building in Montreal and district, and especially in the large structures, naturally affected the trade going through. Still the demand from the country kept up fairly well, and the business, generally, taking everything into consideration, was not at all bad. Prices were kept up well, and there was little to disturb the flow of trade. Canadian-made locks, however, were reduced early in the year.

HOUSEHOLD GOODS — There has been a decided falling off in some of these lines but in others a steady trade has been done. Carpet sweepers, washing and wringing machines, food choppers, bread mixers, have had a good sale. Prices have held firmly. Wringers were advanced early in the year. A good demand should certainly arise early in the spring, as this branch of the household is naturally one of the first to feel any economy practised, and goods that had previously been fine sellers showed great falling off. Tinware opened the year badly, but picked up towards the autumn, and finished fairly well.

SPORTING GOODS—Although sporting goods naturally felt the restricted buying, yet perhaps of all lines they felt the slower movement of trade least of all. People are not inclined to deny themselves where sport is concerned, and consequently there has been a good trade all the way through. Summer lines went well, especially fishing tackle, which had a splendid season. One feature of the year's trading was the putting on the market of certain lines of good quality rifles at remarkably cheap prices. A tremendous number of these articles were sold, while in addition the special ammunition needed was so called upon that it became hard to secure. Skates and hockey sticks, although slow at first in moving, owing to the spell of warm weather, proved good sellers up to the end. Jobbers have been in a position to ship promptly, and therefore dealers have not suffered much thro' leaving their orders until the last minute. Prices have changed very little.

STOVES AND RANGES—Prices have kept firm in these lines, and supplies all the way through have been in good shape. The falling off in building naturally affected sales, but taking everything into consideration manufacturers are satisfied with the way things have shaped. It has been noticed that dealers this fall have pushed more thoroughly the sale of stoves and ranges. There has been more display and greater attention paid to the heating department all the way round. This is good policy in the face of the competition that has now to be faced.

NAILS—Nails have been in fair demand. Early in the year there was some severe cutting. Large stocks were on hand, and the demand being dull an attempt was made to stimulate it by cutting. This was perhaps not so effectual as it was hoped to be, and the cut prices was held right through to the end. Bolts and nuts have had a fair season. Supplies have been in good shape with shipments prompt.

RAILROAD SUPPLIES—A considerable amount of construction work going on kept up a steady demand for railroad supplies. Picks, hammers, and blasting powder went out in fair quantities. The local demand fell off in the fall, but outside orders were continued right up to the end of the year. Prices kept firm all through.

ENAMELWARE—Although the season opened quietly, a strong demand set in during the latter end of the year, the Northwest, which had been buying very poorly, sending in much better orders. Stocks are on the light side, and there is every possibility of a strong demand in the spring, especially in a general assorted way. Prices have suffered very little change.

Special seasonable lines have met with a fair demand. Cutlery, silverware and plated ware with other fancy goods, although late in commencing to move, showed good stimulation afterwards. Here again prices held well. Taking everything into consideration the year has not been a dull one by any means.

TORONTO HARDWARE MARKETS.

Toronto, Dec. 31.—Looking back over the year 1908, there are many things the trade can congratulate themselves on. In the first place the great slump in building and manufacturing across the line did not affect Canada to as great an extent as the United States. Hardware manufacturers and jobbers, too, acted wisely in declining to be stampeded and by making no attempt to develop business by lowering prices. The business that was done both by jobbers and retailers was of a profitable nature, and while retailers as a whole made a revolution in their buying methods the larger prices of small sorting orders ran up to nearly as satisfactory a total as the smaller number of orders of larger quantities. In previous years more buying was undoubtedly done, and in Ontario as well as Western Canada the trade will benefit by the more conservative methods adopted in buying. In the past there has been too much of a desire to buy in large quantities in order to gain lower prices. There has also been considerable speculation in some quarters, but the year 1908 has eliminated much of this, and in the future trade should be on a sound basis. All through the year orders for immediate shipment kept the shipping department of the jobbing houses busy, booking ahead was done in a very limited way and many dealers, who had been in the habit of ordering in carload quantities, were content to order for the demand of the immediate requirements. Jobbers and manufacturers accepted this condition willingly, and, in fact, encouraged it in many cases as they realized the desirability to keep the trade on a sound basis and knew that nothing would encourage price-cutting and demoralize trade more than to have dealers overstock and going into bankrutcy. Mail orders were more of a feature in 1908 than in any other previous year.

Builders' hardware, of course, did not sell in the volume of either 1906 or 1907, but as the year went on, building activity increased, particularly in the smaller class of houses. Large works, such as factories and office buildings, were not gone on with in 1908 very extensively, and this hurt the cement trade considerably. Two immense Portland cement mills were established at Belleville and Port Colborne, and their large production and low factory costs forced some of the smaller mills to close down or sell their product at an unremunerative price. The slump in building and larger productive capacity of the cement mills brought about the temporary over-supply, resulting in a desire on the part of manufacturers to sell their product at any price obtainable at the present time. Cement is cheaper than for several years past, the price during the year having been shaded from $2.25 to $1.70 f.o.b. Toronto in carload lots with the usual extra charges of 40c per barrel for bags.

Wire nails, too, were sold cheaper during the year, the price at the beginning of 1908 being $2.55 f.o.b. Toronto, but this being shaded to $2.30, a figure which was held firmly until the present time.

The stove trade throughout the year has not been very satisfactory, but many dealers took advantage of idle time on their hands to tour the farming district and make a canvass for the sale of furnaces. As a result, many dealers were able to show as good a record for 1908 for heating goods as in previous years. What was lost on stoves and ranges being made up in the furnace and tinsmithing department.

MONTREAL METAL MARKETS.

Montreal, Dec. 31.—Although the year's trading in metals has not been noticeable for its large orders, yet a good volume of business has been done, better in fact than many merchants have, with a cursory observation of their orders, imagined to be the case. As in other branches of industry, orders have been of a hand-to-mouth description. Merchants not being confident as to the trend of prices, and as to the continuance of trade, have been reluctant to buy too far ahead. In fact, in many cases they have not bought their metal until the order for the finished goods had been received. Luckily for them, sellers have been in a position to despatch metal promptly, and therefore users with any sudden call for metal have been able to get their supplies without any delay.

As the year went on this hesitancy to cover future requirements gave way and towards the fall it was noticeable that large orders were being placed. In fact, some very good contracts indeed for spring delivery have been booked. It is admitted that the primary markets have been very dull and unstable, and that with one or two exceptions buying has been very poor. At first glance, therefore, it would be thought that local trade had been the same. As a matter of fact, however, trade, despite the paucity of large orders, has been very good in the aggregate, in fact we should say better in proportion than trade in the primary markets themselves. Although the fluctuations in London and New York have dominated prices here in the long run, quotations have kept remarkably steady, being confined to a small radius, not more than two or three cents in the case of the most fluctuating metal, which has been tin. On the whole the tendency has been an advancing one, and certainly the metal situation is much stronger now than it was at the same time last year.

Tin, for instance, opened at 31½c for small jobbing lots, while it closed at 33c; copper opened 14½c and closed at 15½c; spelter opened at 5¼c, closed at 5½c; lead opened at 4¼c, shows the only decline, closing at a fraction under 3⅞c. Imported pig iron has kept remarkably steady, and barring a slight advance in the latter part of the year there was no change except the alteration into store prices. Canadian furnaces, while for a long time cutting prices to suit orders, strengthened when conditions improved in the States and commanded much stronger prices.

All metals received a fair amount of attention, but if anything, tin seems to have been the best seller. The greatest amount of confidence is felt in the prospects for the future. As we have said, some good orders have been placed for spring delivery, and there is this admitted fact that stocks in consumers' hands are light. With the industrial activity that we have every reason to anticipate will set in, a strong consuming demand should make its appearance. Users will, perforce, be compelled to buy more heavily, and the large orders that sellers delight to see will once more make the market brisk.

So far as the primary markets are concerned the year has been remarkable for the way in which prices have held, despite the general poorness of the demand. Especially has this been noticeable in copper. Of course there have been two or three instances of sudden bursts in buying such as the one in the early part of November, while in the case of tin more particularly it will be remembered that in February, March and April the scarcity of spot tin in New York brought out some very speculative movements. All through, however, producers and sellers seem to have had great confidence in the markets, despite prevailing dull conditions, and although the long anticipated consuming revival has not yet made its appearance still this confidence in the end had the effect of keeping the metal markets on a strong basis, and putting them in fair shape for the new year's business.

Tin has shown some remarkable speculative movements, the bulls in London losing no opportunity of advancing the markets. New York figures of course had to follow suit. Despite all manipulation, however, the metal finishes with a strong undertone. Copper has been chiefly noticeable for the determined way in which producers have held off the markets, declining to cut prices to force sales. Undoubtedly the saviour of copper had been the record exportation to Europe. Lead has been disappointing, the £14 mark seemed fatal to this metal, as when it slowly strengthened up to this point it fell away again. Spelter opened and finished the year strongly and seems to be in good condition. Pig iron in the Old Country has been most remarkable for the way it maintained strength, and takes the palm for firmness of figures. The steel markets have been, on the whole, fairly good. Conditions in the States were, for some months, unsatisfactory. Around the presidential election, however, a strong burst of buying occurred, and although exaggerated reports of the orders going through were published, still undoubtedly conditions became vastly improved and prices were advanced. The prices have since held. Altogether the markets are in good shape. What is wanted now is the setting in of the strong consuming demand so long anticipated. We know that it is obliged to come some time, but the longer it delayed the less chance of the markets maintaining the fairly strong position they now hold.

TORONTO METAL MARKET.

Toronto, Dec. 31.—The closing of the year finds that on the whole a fair trade has been done on the metal market so far, at any rate, as local dealers are concerned. One firm stated that the turnover had not been as large as in 1907, as there had not been the same activity in the foundry and factory lines owing to the depression which prevailed during the opening months. In other quarters the turnover in lead, copper, tin, etc., has been reported larger, but the receipts not so great, owing to prices on ingot metals not averaging as high during 1908 as throughout the preceding twelve months. Orders were slower coming in and merchants did not stock up heavily. Of late, there has been a steadier demand and prices have been firm. The feeling regarding the future is much more hopeful than it was at this time in 1907. There are many inquiries for next year, and conditions generally are in a much more satisfactory state than they were. With the renewal of industrial activity a strong consuming demand should continue throughout 1909. Just now matters are quiet as they always are at this festive season, and any business doing is broken in by the holidays. Sales have been for spot business and not for future delivery

The business in all metals locally for 1908 was, on the whole, fair, with, perhaps, tin in the lead. There was considerable speculation in copper during the year, and the situation is well summed up in the following brief review:

"1908, which is now drawing to an end, was one of the most remarkable in the history of the copper trade. The utter destruction of confidence and the accumulation of large supplies of copper in the United States during 1907 made many believe that a rapid recovery from this panicky condition was impossible. The theory was generally expressed that the large shipments of copper to Europe could not continue, and that with an increasing supply on this side the situation would become most precarious around the midsummer of 1908. Neither of these predictions became true, but, to the contrary, we know now that the United States exports for 1908 will be in the neighborhood of 290,000 English tons as against 228,000 tons in 1907 and 248,000 tons in 1904—the previous high-

est record of exports. Naturally, the visible supplies of copper in Europe have increased and are to-day some 35,000 tons larger than they were a year ago.

"It seems reasonable to estimate the 1908 consumption at 400,000,000 pounds which would indicate that the country's copper supply during the current year has been practically absorbed by domestic consumption and exports to Europe.

"A forecast for 1909 is most difficult. Production is certainly running at record figures and it seems reasonable to suppose that the supply of copper for 1909 is not going to be less than 1,250,000,000 pounds. The unknown quantities are—the amount of copper wanted for export and the amount of copper going into consumption."

The copper market locally during the past week has been steady and the price is firm. The selling figure in small jobbing lots is 15½c. In tin the market has been firm for some time, and the latest advices from England indicated that the situation was strong. In small lots the quotation is at the rate of $33 to $33.50 per ton.

PIG IRON—The market has been fair all the year, and, while prices have advanced and receded some at times, the feeling is confident and the present tendency is to advance. The quotations now are: No. 3 Middlesboro, $21; No. 1 Cleveland, $22; Canada Foundry, $18.50.

TIN—It is interesting to compare prices during the past year. In January the figure was $31.50 per ton, in April it had ascended to $35, and in June was back to $31 and $32. In September the figure had gone up to $32 to $34, and now is practically the same, showing that the market is slightly higher than at this time twelve months ago.

COPPER—Locally, the price has not varied a great deal during the year. In January last the figure was 14½c, April 14c, June 13¼c to 13¾c, September 14 to 14¼c, and the present rate is 15½c.

LEAD—At the beginning of 1908 lead sold at $4.25 to $4.50; in April imported pig was going at $4; in June, $3.65; September, $3.75, and to-day the figure is $3.80.

SPELTER—This metal opened at $5 in January, and was quoted at $4.75 and $5 in April; the same figure prevailed in June in September the price was $5.25, while to-day it is $5.50, so that there have not been many radical alterations during 1908.

SHEETS AND PLATES—The business was rather slow for the first few months, but during the last quarter there has been considerable improvement and a good business is being done with the outlook most encouraging and prices firm.

In the foregoing comparisons the quotations for each three months were those in effect at the beginning of each quarter and the prices were for small jobbing lots, not heavy consignments, in which cases the figures would be slightly lower.

OLD MATERIALS—Business in the scrap metal line is decidedly quiet as practically all the foundries and machine shops are stocktaking, and there is little doing. The prices were elevated some few weeks ago, and are slightly higher than those which prevailed a year ago, with a tendency to recede now. Present rates at which dealers are buying are: Light copper, 10¾c to 11c; heavy copper wire, 12c to 12½c; heavy red brass, 10c to 10½c; heavy yellow brass, 8¾c to 9c; light brass, 6½c to 6¾c; heavy lead, 3c; zinc, 3¼c to 3½c; No. 1 wrought iron, $10; stove iron, $12; machinery cast iron, $14; rubbers, 8c to 8½c.

BETTER RETAIL SALESMEN.

It was not many years ago that the salesman was regarded merely as a person in a store ready to sell a customer what he wanted to buy That notion is past. Competition is too pressing and profits too close to permit a merchant to make a living on selling only the things which people come to buy. Profits lie in selling them something they had not thought of buying. It lies in the attractive suggestions clerks can make, and in demonstrating to a customer that money spent for quality is well spent. Salesmanship has therefore developed into an exact science. Many hardware stores furnish all their clerks with text books on salesmanship. Some of the larger stores hire lecturers to address them on the subject. Papers are published in the interest of good salesmanship. The wide-awake salesman not only studies human nature, but cultivates a good address, and overlooks no method of getting results for his employer and for making a friend of his customer. He has made to-morrow's business as important as that of to-day.

INTEREST THE CHILDREN.

Getting the children interested is one of the tricks the modern merchant plays to increase his business. It serves not only as a present business-getter, but some day those children will be grown-up folks with money in their pockets. It will, therefore, pay the aggressive hardware merchant to awaken a lively interest in his store among boys and girls by setting aside a Saturday on which they may visit and inspect his "Special Exhibit for Children," prearranged for the occasion, and consisting of such toys as are usually carried by the up-to-date hardware store, like boys' tool chests and tools, sleds, and coaster wagons, sporting goods, etc. Inexpensive personal invitations should be sent to as many of them as possible in your town and vicinity, at least two weeks before the exhibit, so as to arouse their curiosity. Of course, their mothers must be invited, but, if they cannot come along, the children should come themselves, and they will be shown everything just as if they were grown-ups, without being expected to buy. The children go, and are shown so many new and pretty things that they are converted into real drummers for that store. The merchants who have tried the scheme pronounce it a great success.

HARDWARE TRADE GOSSIP.

Ontario.

Harry Wilford, dealer in stoves, tinware and furnaces, St. Catharines, has assigned.

Several hardware firms presented their married employes with turkeys in honor of the Christmas holidays.

A provincial charter has been granted to the Fleming Grate Bar Co., of Ottawa, to do business in Ontario.

J. L. Richardson, dealer in metals and machinists supplies, is a candidate for Alderman in Ward 5, Toronto.

The hardware store of A. E. Micks, Peterboro, was broken into on Christmas eve, but the burglars did not make a heavy haul.

The capital stock of the Standard Chain Co., of Canada, which is located at Sarnia, has been increased from $50,000 to $100,000.

James Whitten, hardwareman, Bracebridge, was burned out in a recent fire in that town. The loss was $20,000 and insurance $10,000.

The premises and stock of G. R. Simmons, sporting goods dealer, were burned recently in Bracebridge. The loss was $6,000, insurance $2,000.

J. Walton Peart, of the St. Mary's Hardware, Limited, St. Mary's, has been confined to his bed through illness for the past week or so.

R. J. Whyte, manager of the Frost & Wood Implement works, Smith's Falls, has been taken to the Royal Victoria Hospital, Montreal, for special treatment for pleurisy.

In a disastrous fire at Bracebridge on Dec. 27, $20,000 damage was done to James Whitten's hardware store, with $10,000 insurance. G. R. Simmons' sporting goods store was damaged to the extent of $6,000, with $2,000 insurance.

Quebec and Maritime Provinces.

Ed. Clouter, implement dealer. St. Rose, Que., has assigned.

W. L. McGiverin, dealer in builders' supplies, Montreal, has registered.

The Sydney Foundry Co. have installed a new heating system in the Jubilee Methodist church, Sydney, C.B.

Robert Hobson, of Hamilton, president of the Canadian Manufacturers' Association, has been visiting Montreal.

Ed. Turbaine has resigned as salesman for Lewis Bros., Montreal, on the ground north of Toronto, and Arch. McGregor, who has been covering the same ground for Rice, Lewis & Son, Toronto, will take Mr. Turbaine's place after New Year's. Mr. Turbaine's doctor has ordered him to take a couple of months' rest from business activity.

The hardware store of M. I. Garneau, Levis, Que., was completely wrecked as the result of a gas explosion on December 28. It is believed that a lamp was placed on the carbide barrel, which was leaking, thus setting the store alight. The damage is very heavy. People a mile away felt the concussion, and many believing it to be an earthquake, rushed out of their houses. The watchman, J. Maranda, was badly injured.

Trade News From Atlantic to Pacific

Maritime Provinces

Fine Christmas Window Displays at St. John—Enterprise Foundry in Operation Again—Nova Scotia Industries Very Active.

HALIFAX.

December 29.—The outlook for the coming year in Nova Scotia is exceedingly bright. At the present time all the large industries are in operation and business conditions generally are in a satisfactory state. Many of the manufacturing firms have large orders booked ahead. The Rhodes-Curry Car Works at Amherst have a year's work on hand and their extensive plant will be operated to its fullest capacity. The Dominion Coal Company intend to increase their output next year, and the Dominion Steel Company have several large orders on hand for rails.

The Nova Scotia Steel & Coal Company have just closed a very successful year's business, and the outlook is promising for the coming year's business. The company is looking forward to considerable expansion of its trade in both steel and coal during 1909. Speaking of the steel end of the company's business, a prominent official of the company said that the conditions just now are much brighter than they were at this time last season. The orders in hand and in sight are greater by many times than were those on hand at this time last year. The facilities for an increased output of coal have been strengthened during the past year and a large expansion in that end of the business is looked for during 1909. Banking operations will start about the middle of January.

The Amherst Foundry Company is working to its fullest capacity and large orders from the upper provinces and the west are being filled as rapidly as possible.

General Manager Birchell, of the Sydney Cement Company, has received a handsome diploma from the officials of the St. John Exhibition for the display of Sydney Rampart cement. The company was also awarded a gold medal, but it has not yet been received.

The Sydney Foundry Company is instaling a modern steam heating system in the Jubilee Methodist church at Sydney.

Halifax leads all Canada per population in the matter of building construction for the year just closing. The total amount spent in building operations was over three-quarters of a million dollars. One hundred and ten private residences were constructed at a cost of $239,850 and for larger contracts, of a more or less public nature the figures were $463,558.

ST. JOHN.

Dec. 30.—Santa Claus in an airship was the attraction offered in one of Emerson & Fisher's big show windows last week. The old saint (life size) was to be seen sitting in an airship with his hand on the steering gear while the mechanism of the machine was placed forward and the after part was piled high with sleds, skates, snowshovels, etc. The design was well executed and drew a lot of attention. The airship occupied about three quarters of the space suspended in mid-air and at one end was a house with a cheery fire burning in an open grate with stockings hanging from the mantel.

W. H. Thorne & Co.'s windows were very attractively trimmed, each one of the six big show windows having a display of some one line of goods that would appeal to Christmas buyers. T. McAvity & Sons and others also had attractive displays.

Two teams of bowling novices from T. McAvity & Sons' employ met in a contest on Black's alleys on Wednesday evening, Dec. 23, when the "Extra Heavies" were defeated by the "Standards" 1,027 to 909. A prize of a fine clock, given by T. McA. Stewart, the foreman, was won by Mr. Duff, who made the best score, while Mr. McShone captured the consolation prize.

The Enterprise Foundry Co., Sackville, after a rapid recovery from the conflagration which swept away all their plant except the power houses, will make their first casting in their new buildings this week. The fire occurred last July and work on the new buildings, of which H. H. Mott was architect, was begun in September. The buildings are now practically completed and nearly all the necessary machinery has been installed.

J. L. McAvity, proprietor of McLean & Holt, manufacturers of castings, stoves, etc., gave his employes each a turkey on Christmas eve.

John E. Wilson, M.P.P., was presented on Christmas eve with a handsome fur-lined coat by his employes in the foundry and sheet metal shops. Mr. Wilson gave each of the men a turkey and a pair of gloves.

Ontario Trade News

Hardwaremen Nominated for Municipal Offices—Sanderson-Harold Co. Likely to Rebuild at Paris—Odd Feature in Window Display at Chatham.

OTTAWA.

December 29.—A new apartment house is to be erected on Lisgar Street between Kent and Lyon Streets.

Ketchum's Patent Hockey Boot is attracting a great deal of favorable attention from devotees of this game. The firm report an immense sale.

Two splendid and comprehensive catalogues of sporting goods have been issued, one by Hurd & McBride, and the other by Ketchum & Co. Both these stores cater to the sporting trade in an adequate manner.

All the hardwaremen shared well in the Christmas trade and it would also seem that the efforts to induce early shopping were comparatively successful.

A new classification governing business within Canada has been issued by the express companies to take effect Jan. 1. The old classification has been in effect since August, 1905. It was the same as used by the express companies in the United States, and contained many items not applicable to the conditions existing in Canada. The new one is a modification of that submitted to the Board of Railway Commissioners in March, 1907, but had not received attention until recently.

HAMILTON.

Dec. 29.—A tendency toward optimism as to the trade development during the next few months, prevails among the manufacturers and jobbers. There is little trade in the retail line at present in keeping with the usual slackness after the Christmas season but the manufacturers, wholesalers and retailers say that everything indicates a slight brushing up in the beginning of the season. Travelers report that money is loosening up in other places better than it appears to be in Hamilton, but little importance can be attached to this as conditions which would affect this section of the country would not be long in affecting Hamilton.

Some of those who were questioned concerning the outlook considered it a little early to speculate, notably S. H. Alexander, of the Wood-Vallance Company. Following the heavy Christmas rush the trade had gone to nothing, he said as practically all of the travelers are in. He expected, however, that business would revive within a short time.

R. H. Merriman, of the B. Greening Wire Company, said that orders were coming in fairly well considering the season of the year, but nevertheless it was remarkable how the different business men seemed to be affected by the prevailing financial conditions. Some saw no reason for complaint and met the demands on them readily while others were just the reverse. The prospects, he thought, were very bright, all things considered. Some dealers were

ordering fairly well and others very well.

Several hardware dealers were asked for opinions but as they are nearly all stock-taking at present they did not feel disposed to say much about the prospects.

The White Sewing Machine Company, of Cleveland, is considering locating its Canadian branch here.

Among the charters announced this week is one to the Canadian Road Machine Company, of this city. The provisional directors are Robert Mancill, Chester Walters and William Bell, all of this city. The share capital of the company is $60,000. The company will manufacture, buy, sell and deal in road machinery.

Ald. Alfred Wright, of Wright Bros., hardware dealers, North James St., is offering himself as an aldermanic candidate again this year as is Ald. Hugh C. S. Sweeney, tinsmith.

C. H. Thompson, traveler, of this city, was married in Port Huron this week. —D. L.

CHATHAM.

December 29.—The Christmas rush in the hardware trade is now over. The 1908 Christmas season, despite pessimistic predictions indulged in a couple of weeks ago, proved very successful. For the month of December this year the business of some hardwaremen will run 20 per cent. ahead of their business for the same month last year, and all-round increases are noted. And this, too, despite the competition in small goods offered by the two new 5-10-15-cent stores, both of which seem to have done pretty well with their Christmas trade. Up till and including the Saturday before Christmas, the business did not give exceptional promise of exceeding that of last year. The four days immediately before Christmas, however, did the trick to a nicety.

At the present moment hardware merchants are engaged in unloading their "left over" Christmas stuff, and report that business is holding up remarkably well, in view of the fact that generally right after Christmas there is a decided slump. Hardwaremen will not have to carry over so much Christmas stock as last year.

Christmas displays were exceptionally good. A feature which attracted quite a bit of notice was a small gas stove, fully equipped, connected and lit, which occupied the centre of J. C. Wanless' cutlery display. The glowing bricks and cheerful fire gave the window quite an added attraction. Oddly enough, this feature of the display was unintentional, the stove being placed there merely to keep the windows clear of frost and steam. It made quite a hit, however.

Plumbing business is holding up well. Several plumbers report having orders enough ahead to keep their men busy pretty nearly full time for the rest of the season.

Ald. W. H. Westman, popularly known as Harry, is the only hardwareman in the local municipal field this year. He is a candidate for the mayoralty and is putting up a brisk and energetic fight.

After fourteen years' service, F. Fox has severed his connection with the M. A. Wigle hardware store at Amherstburg. He is now with the Wanless-Taylor Company, of the same place.

W. E. P.

LONDON.

December 29.—Hardware merchants report the Christmas trade to have been very good, some declaring it to have been better than a year ago. The rush was rather late in coming, but the delay was more than offset by the volume of business done.

Of this year's municipal candidates only three are engaged in the hardware or metal trades. These are Mayor Stevely, whose re-election by acclamation may be regarded as certain; Ald. G. W. Armstrong, and Ald. Parsons. Mr. Armstrong has been a resident of London for 28 years. For 16 or 18 years he was traveler for a Montreal house and in 1895 he organized the London Brass Works, of which he is head. He has served four years in the city council and goes before the electors this year with a children's playground and swimming baths scheme. Ald. Parsons is the well-known East End hardware merchant, and Mayor Stevely has one of the largest stove and tinware concerns in the city.

In industrial lines business is quiet just now, nor is any considerable activity looked for before spring opens. Manufacturers interviewed take a very optimistic view of the situation and predict a distinct revival in the near future.

The Murray Shoe Company is about to erect a new factory on Richmond St. North. It will be three storeys high and 50x300 feet. The new premises will accommodate 150 hands.

The Prairie Provinces

Saskatoon Hardware Firm Dissolves Partnership—Trade Outlook at Prince Albert.

SASKATOON.

December 24.—McGill's hardware store at Warman was destroyed by fire on Sunday.

A new sedimentation basin built under the supervision of Willis Chipman is now in use by the city.

C. Climie has taken a position in the Hopkins' hardware store. He came from Winnipeg and was formerly in the employment of the Marshall-Wells Co., of Duluth.

Clare, Little & Co., commission agents, have moved into their new warehouse adjoining the C.P.R. tracks. They handle farm implements as well as several other lines.

A good holiday trade has been done at the hardware stores. There was a good demand for carvers, cutlery, silverware and similar goods suitable for Xmas presents. Attention has been given to the window displays of these goods. The stores were open late during Christmas week, so as to allow customers to do all their buying in good time.

Oliver & Kempthorne, hardware merchants, of First Avenue, have dissolved partnership. S. T. Kempthorne will carry on the business. Mr. Kempthorne has just returned from a six weeks' trip to the East, during which time the dissolution was mutually agreed to. Mr. Kempthorne has decided to erect a new two-storey store on Second Avenue, on the site occupied by the firm previous to the fire a year and a half ago. The building will be of brick, and will cost $15,000. Operations will begin as soon as weather conditions will allow in the spring, and it is the intention to occupy the new premises during the summer. The present temporary premises occupied by the firm will then be vacated. A new first-class stock of hardware will be placed in the new building. The furniture department will be discontinued and full attention given to hardware lines. Mr. Oliver has become interested in the Perrin Plow & Stove Co., Smith's Falls. This firm has lately made Saskatoon a distributing point for its products in stoves and agricultural implements.—D. G. R.

PRINCE ALBERT.

December 21.—The railway and traffic bridge, around which so much interest has centred during the past two or three years, and which promises so much to this city in the opening up of vast areas of rich fertile land hitherto accessible only by ferry, will undoubtedly be completed by March. The importance of this bridge depends not so much on the fact that it will ensure the C.N.R. running a branch line to Battleford, thus completing a link in the Winnipeg to Edmonton route, which will always be open, as upon the possibilities now opening in the mineral line at Lac la Ronge and elsewhere in this northern bed of wealth, the hundreds of square miles of mixed farming lands which it will make accessible by railway, and the almost unthinkable areas of timber wealth, which, without railway connection, are unapproachable as a business proposition. The bridge also gives promise of the fulfilment of that long cherished dream of Westerners—a shorter route and more direct to Fort Churchill than via "La Pas."

Navigation of the North Saskatchewan which is yearly increasing, already demands recognition. This is given in the swing span composing the middle of the bridge. Three spans on either end and a huge swing covering two spans and controlled by hydraulic power, will measure the bridge's length when complete. Its width will accommodate a single line of rails in the middle with a 12-foot driveway for foot passengers and vehicular traffic on either side.

The work is being done and the material supplied by the Hamilton Bridge Company, who are rushing construction. The three south spans are nearly completed, and piling is driven for the temporary structure in the centre to carry materials and machinery across for building the three north spans. The swing will be the last constructed.

The outlook for building is good. 1909 will see the completion of the $90.000 High School, the foundation of which was built this fall. It is quite within

possibility that a new city hall will be erected or at least started during the year, as the city demands have far outgrown the old one. T. E. Baker is reported to have decided on a large block on Central Avenue, while numerous other business firms propose building.

One most important product of the district has been growing into notice recently through the local cattle shippers to Winnipeg and the Old Country. Some of the best beeves in the large Eastern markets have been produced in the districts adjacent to Prince Albert, and with the increased beef trade has grown its ally, the trade in horses and consequent need of an adequate market. M. R. Cowell, who for three years has conducted a horse exchange is preparing to meet this need by establishing a regular stock market day at his roomy and convenient yards. His opening sale held a few weeks ago occupied three days, and resulted in the sale of nearly $20,000 worth of horses and cattle, largely for cash Every Friday the sales continue and in March there will be another big sale extending over about a week. The sale ring is surrounded by seats, amphitheatre like, and roofed in so that intending buyers may sit in comfort in all weathers. The grounds are fitted up with feed yards and sheds, where horses and cattle are supplied with food and water as required. Before going into the sale ring, each animal is weighed on the grounds and its weight stamped on its body so that buyer and seller alike can estimate its value. All sales are by auction. It is proposed to add to this a produce market in the near future.

The Prince Albert Agricultural Society has just completed its jubilee year with a very satisfactory financial sheet and an official board against whom nothing but commendation was urged. President A. D. Thompson was re-elected for a third term, and Vice-President T. J. Agnew and Secretary W. J. Kernaghan also were re-elected. The value of keeping in touch with other parts of the country was recognized by the appointment of an official reporter.

The balance sheet showed $215.44 cash on hand. and the full limit of paid-up members. The available assets amount to over $17,000.

A recent advertisement of a $40,000 issue of High School bonds resulted in offers of over 107, which was refused by the Council.—B. W. W.

British Columbia

Oil Refinery to be Established at Port Moody—Vancouver's Building Record Shows Million and Half Increase—Electric Smelter at Nelson.

VANCOUVER.

December 26.—At the meeting of the Board of Works on Tuesday evening a letter was received from the Decarie Incinerator Company, offering to put in one of their 40-ton destructors, or to take over the present incinerator and work it on their plan. It is the intention of the city to instal another incinerator, if the by-law passes at the civic elections, and Mr. Decarie is here personally in connection with the matter. There was some discussion over the letter. Ald. McMillan moved that it be filed, as the Decarie incinerator had been a failure in Winnipeg, and there was no use, anyway, in changing the present satisfactory system here for an unsatisfactory one. As the Decarie Company invited inspection of their plant at Spokane, Wash., an amendment was moved that the offer be accepted if the expenses of aldermen and accompanying newspapermen were paid. This motion was defeated by the casting vote of the chairman.

John J. Foote, late sales manager of the McClary Company, London, is the guest of his father-in-law, Lieut.-Col. Markham, of this city. Mr. Foote is visiting all the company's agencies in British Columbia and the Northwest before taking charge of the agency at Winnipeg, where he will reside.

George S. Hanes, formerly city engineer of Windsor, Ont., has been appointed city engineer of North Vancouver. He was the successful one of 120 applicants.

A small fire took place in the basement of the Canadian General Electric Company on Granville Street, last Saturday night, doing $250 damage. The wrappings of a number of electric light coils, which were lying in close proximity to the furnace, caught fire.

The establishment at Port Moody in the near future of an oil refinery will be the beginning of an industry that should assume large proportions here. The local directorate is composed of Col. T. H. Tracy, civil engineer, formerly city engineer of Vancouver ; Robert Kelly, Major J. Duff Stuart, A. M. Tyson, Hugh McLean, all of this city, and Fred L. McLean, president of the Keystone Oil Company, of Seattle. The promotion of the company is being attended to by Leon Melekoy, well known here. The C.P.R. has leased the company the whole of its old terminus holdings at Port Moody on nominal terms. It is proposed to bring the crude oil here in tank boats, delivery not less than eight times a year. The crude product is admitted free, while refined oils pay duties varying from 12½ to 25 per cent. It is stated that this will be a direct parallel to the B. C. Sugar Refinery, except that there will be less opposition. In addition, the company has secured the business of the Keystone Oil Company in this province, which includes 12 contracts for a year's supply of asphalt at $18.50 per ton. The outlook is very encouraging as last year 6,000 tons of asphalt were used in British Columbia, and 60,000 tons were imported in Canada from the United States. There will also be markets in the Orient and the Antipodes.

The plans have been accepted of Warren H. Milner, Seattle, for the large building for the Vancouver Horse Show Association. The estimates call for a construction to cost $30,000, but it is said that the cost will be closer on to $50,000. The building will be erected without delay at the corner of Georgia and Gilford Streets.

The building permits for the past two weeks have reached the value of $96,335 and $29,000, respectively. Already, the record of last year, which was the banner one in building, has been surpassed, with an advance of a million and a half dollars, and the end of the month should make a very large total for the twelve months.

The finest building in Vancouver now occupied is that of the Canadian Bank of Commerce, at the corner of Hastings and Granville Streets, just as one comes up from the C.P.R. depot. It is of granite, three storeys in height, and is very imposing. The structural steel came from Pittsburg, the marble from Italy and France, and the mahogany from the East. It was all fashioned, however, by the local contractors, Kelly Bros., Mitchell, Leek & Co., W. A. Brown, Bishop, Gaskell & Co., Macey, Hinton & Co., and the Otis-Fensom Elevator Co. A feature of the exterior is the handsome bronze doors supplied by the Canadian General Electric Company. The vault is proof against everything. Altogether, the building is as complete and handsome as modern ingenuity and workmanship can make it.

Improvements are also being made to the Bank of Montreal, which will cost $50,000, while the new Federal building is approaching completion. The Winch steel and stone building is also rapidly assuming shape.

R. B. B.

VICTORIA.

Dec. 23.—Xmas trade is now at its height and on all sides the report is very favorable. There are some very pretty window displays of cutlery and "givable" hardware, tools, etc. The hardware men find that wet dripping hats and garments do considerable damage to goods on display stands and counters.

H. C. Martin British Columbia representative of H. S. Howland, Sons & Co., Toronto, visited Victoria this week on his last trip to Victoria in his present capacity. Mr. Martin is going into partnership with Geo. Mather, traveler for Thos. Davidson Co., Montreal, they having bought out the Geo. Hunter Hardware Co., Vancouver, with branch stores at Fairview and Cedar Cove. Mr. Martin has been with Howlands' for the past six years, and his many friends along the road will be pleased at his success as a retailer. Mr. Mather has also been with the Davidson Co. for about six years. Mr. Martin and Mr. Mather have the best wishes of their Victoria friends in their new venture. —W. B. C.

GOOD HOCKEY SEASON.

E. B. Salyerds, of Preston, Ont., the widely known hockey stick manufacturer, was a visitor to Toronto this week. He states that business was quiet the early part of the season, but has picked up remarkably during the last month, as there has not been too much snow and the weather has been favorable for his line.

A movement is on foot for a large addition to the House of Industry, Toronto.

Cost of Heating Residences

Prof. J. D. Hoffman Discusses the Cost of Different Systems in an Address Before the Indiana Engineering Society.

The following discussion relative to the heating of residences by the different methods, and the probable cost involved is from a purely theoretical basis and overlooks several important practical considerations, which, if known, might have a decided effect in changing the result. Some of these points cannot be determined. Much depends, for example, upon the fireman. If he is careless about the time of firing and the amount of coal put in each time, the cost of heating will be greatly increased, at times even doubling the value it should be. From this one point alone it may be seen that the conditions over which the heating engineer has no control may make the system which he has installed an expensive one or the reverse. Other points may be mentioned, each affecting the yearly cost some of which are, character of the winter (cold or mild), efficiency of the furnace, and the quality of the fuel. Any figures, therefore, that may be presented, will assume certain conditions, aod the results will be based wholly upon these assumptions.

The System Discussed.

Three systems of heating will be mentioned: Hot water, steam and furnace. The first and second will be direct radiation—i.e., having the radiator within the room and no outside air connections except through the opening of doors and windows, and the latter will be indirect radiation under three conditions of service: 1, When all the air is recirculated through the furnace and rooms indefinitely; 2, when only enough air is taken from the outside to provide ventilation; and, 3, when all the air is taken from the outside with no air recirculated.

Let the lowest outside temperature which will prevail in the district for any length of time be 0 degree F.; temperature of the rooms, 70 degrees F.; average temperature of the water in the radiators, 170 degrees F.; temperature of the steam in the radiators, 220 degrees F.; temperature of the entering air from the furnace to the rooms, 130 degrees F.; heating value of the coal, 14,000 B.t.u. per pound; efficiency of the furnace grate, 60 per cent.; 5 lb. of coal burned per square foot of grate per hour as an average; cost of coal per ton at the residence, $6.50, and the average outside temperature for the heating year of seven months, 38 degrees F. The last statement is taken from the bulletins of the United States Experiment Station at Lafayette covering the years from 1900 to 1907, as follows: October, 55; November, 41; December, 29; January, 26; February, 22; March, 38, and April, 51 degrees F., respectively.

Heat Loss From the Building.

Calculate the radiated heat loss from the building. Let this be for a 10-room house, 100,000 B.t.u. per hour on a zero day. This heat loss may also be understood to cover such loss of heat as is carried away from the building by the leakage of air through walls and windows. In addition to this heat loss 10 people may be occupying the building, each requiring, say 1,800 cubic feet of air per hour for ventilation. This air will be taken from the outside of the building and when heated for use will replace a corresponding amount of air within, thus causing a heat loss with the outgoing air of, cubic feet of air multiplied by T and divided by 55, equals B.t.u. per hour, as an additional heat loss; where T equals difference of temperature between the room air and that of the outside, and 55 represents the number of cubic feet of air that can be heated 1 degree F. by 1 B.t.u. From this it can be seen that the heat loss through ventilation on a zero day would be about 22,900 B.t.u. per hour, and on an average day of 38 degrees F. it would be slightly greater than 45 per cent. of this amount, or about 10,305 B.t.u. per hour.

Hot Water and Steam.

The expense of installing a hot water system would be greater than that of a steam system, because of the greater amount of heating surface and because of the greater care necessary in its installation. Very little difference, however, can be found between the maintenance costs of the two systems. What difference can be found is probably in favor of the hot water because of the ease with which it lends itself to moderate service in the spring and fall. In the average steam system enough fuel must be employed each time to raise steam before there is a transfer of heat, while in hot water heating a small expenditure of fuel will produce a circulation throughout the entire system. This fact alone would be sufficient proof of increased economy.

Assuming the furnace conditions to be the same in each case, with a heat loss of 100,000 B.t.u. per hour, coal at 14,000 B.t.u. per pound and an efficiency of 60 per cent., it will require 100,000 divided by 8,400, equals 12 lb. of coal per hour in zero weather, or 12 multiplied by .45, equals 5.4 lb. per average hour to heat the building. This means 129.6 lb. per average day of 24 hr., or 27,216 lb. per average year of 210 days. At $6.50 per ton this will be worth $88.40, say $88. The above figures assume that the entire house is kept at 70 degrees F. day and night for the entire season—an extreme condition that would seldom be maintained. It is not uncommon in practice, where the bedrooms are not kept at 70 degrees F., and where the temperature of the entire plant is permitted to drop during the night time, to have a residence the size of this one heated with a cost of only 60 to 75 per cent. of the cost as here estimated.

In hot water or steam heating where the direct indirect or the indirect heating is employed, air is taken in from the outside and passed over the radiator in such quantities as to serve for ventilation purposes. This air is heated as it passes over the radiator and assists in heating the room. All air, however, that enters in this way replaces a corresponding amount of circulating air and incurs a heat loss as given under Furnace Heating.

Furnace Heating.

With all the air returned to the furnace for reheating, except what little escapes through the walls and windows, the heat loss from the building would be the same in this system as given for hot water and steam—i.e., 100,000 B.t.u per hour—and the cost of heating, allowing the furnace to have the same efficiency as a hot water heater or a steam boiler, would be, as before stated, $88.

When there is enough fresh air brought in to give ventilation for, say, 10 people on an average day, we have 18,000 cu ft. of air per hour exhausted from the room at 70 degrees F. and fresh air taken in at 38 degrees F., thus taking away from the building 10,305 B.t.u. per hour, which must be added to the calculated heat loss by formula, making a total loss of 45,000 plus 10,305, equals 55,305 B.t.u. per hour. Under

such conditions the amount of coal required per heating year is 33,183 lb., and at the same rate will cost $107.83, say $108.

When all the air is exhausted at 70 degrees F. to make room for fresh air, the amount circulated per hour—i.e., the amount exhausted per hour—is 45,000 divided by 60, multiplied by 55, equals 41,250 cu. ft. This is far in excess of the ventilation requirement, so would be considered satisfactory from that standpoint. In exhausting this amount of fresh air from the building we lose 41,250 multiplied by 92, divided by 55, equals 69,000 B.t.u. per hour. The amount of coal used per heating year is 24 multiplied by 210 multiplied by 69,000, divided by (.6 multiplied by 14,000) equals 41,400 lb., which at the above rate is worth $134.50, say 135.

Summarizing the values obtained, we have:

1. Water and steam radiation for residence per year $88
2. Furnace.—All the air recirculated 88
3. Furnace.—Air for ventilation, for 10 people 108
4. Furnace.—All the air fresh 135

Condition No. 3 would probably be the best arrangement for handling the furnace.

Grate Surface.

The amount of grate surface in the furnace is one of the important factors in any plant since the furnace is sometimes selected from this value. With a heat loss of 122,900 B.t.u. per hour as given under heat loss from building, and the other conditions as given under assumptions, the grate surface of this plant is 122,900 divided by (.60 multiplied by 14,000 multiplied by 5) equals 2.92 sq. ft., or a grate of 23.2 in. in diameter. The nearest standard size to this is 24 in. diameter, with an area of 3.14 sq. ft.

Cost per square foot of grate surface per year will be:

Cases 1 and 2, 88 divided by 3.14, equals $28.

Case 3, 108 divided by 3.14 equals $35.

Case 4, 135 divided by 3.14 equals $43.

The residence under consideration contains 10 rooms of about 18,000 total cubic feet of room space exclusive of the basement and attic, hence the cost per year per 1,000 cu. ft. of volume is:

Cases 1 and 2 ... $4.90 approximately.
Case 3 ... ... $6.00 "
Case 4 ... ... $7.50 "

Observations From Practice.

There is a great tendency toward having all the heat turned off from certain portions of the house, either through a desire to economize in the fuel bills, or to obtain outside conditions in sleeping rooms. It is a very common practice also to bank the fires for, say, 8 hr. out of the 24, resulting in a decided fall of temperature throughout the house. All these conditions serve to reduce the amount of fuel used. It becomes, therefore, a very difficult matter to make a general statement upon the cost of heating. The following figures taken from observations will give a very fair approximation for the coal used per heating year as per case 2:

a. 1 to 1¼ tons of anthracite coal per room heated.

b. 1¼ to 1½ tons of soft coal per room heated.

C. 4.5 tons of average coal per square foot of grate surface. These values lie between 70 and 80 per cent. of the theoretical values as given under summary of values.

SUCCESSFUL SELLING.

Really successful salesmanship is only possible when the salesman is assisted by persistent publicity. Publicity is the force behind the man which helps in promoting business for the salesman to go out and close. The best kind of publicity for the salesman's purpose is that which is centered exclusively on the salesman's possible customers. For obtaining this kind of publicity there is nothing equal to a trade newspaper which has the whole confidence of thousands of readers. Such a paper is justly regarded by its readers as an authority upon trade matters and is relied upon accordingly. Naturally, advertising appearing in such a paper carries the weight of the paper's reputation with it.

MOVING TOWARD EARLY-CLOSING

The early-closing movement has taken firm hold in Western Ontario, especially in the smaller centres. This has been brought about more by example than by precept. The day of the early-closing by-law, by which a merchant was compelled to close his store, perhaps against his will, appears to have passed by, and the rule to close the store following in the wake of some leader who was not afraid to lose a few dollars by inaugurating the innovation has taken its place. That this rule of example will accomplish more than the law of force is admitted by all. In the first place, a man does not like to be forced, even though it be along the line of his desires but let a man come to him and appeal to his reason and a friend has been gained who will later on be a follower and upholder of any good movement that may be inaugurated.

When the merchants' associations in various centres found that sometimes they were contravening the law by trying to "enforce" early-closing by-laws, and when they went no further than "recommending" that members of the association show a good example by closing early, they made a distinct advance; they made the move popular in the eyes of the general public.

There are advantages to be gained, too, by early-closing, especially in a night. Rather the other way round. store where clerks are employed. The clerks get a needed rest; a little time for recreation. They are thus made better employes—better in health and more loyal. The movement has the sympathy of the public. No doubt at first some little inconveniences are felt, but these are eradicated in a short time, and the buying public will soon accustom itself to the change. The stores need not necessarily be dark at The windows could be lighted, and in this way besides being a public benefactor in the way of brightening up an otherwise dark street, publicity could be had by drawing attention to the window and store display.

The early-closing movement is now working on proper lines. It is a good movement and should be followed up.

TRADE FIRE INSURANCE.

The United States "Paint and Allied Trades Exchange," which was the subject of interest at the conventions held in the U.S. in October, as a result of the reports of the fire insurance committees of the National Paint, Oil and Varnish Association, and the Paint Manufacturers' Association, has been organized. The services of a prominent and very efficient fire protection engineer have been secured as head of the inspection department, and work has now been commenced.

These inspections will be a valuable feature for the reason that they will carry with them a true report as to the exact conditions of each risk, with suggestions, thereby pointing out in what way improvements can be made from the standpoint of fire hazard; this information coming from an expert will inform the owner not only how the dangers of fire can be minimized, but also what can be done to obtain a reduction in his insurance rates. It behooves those who have elected to secure the advantages of membership and share the profits of the organization to keep their plants in order, for one of the essential requirements will be the maintenance of best conditions regarding cleanliness, care and management.

A very large number of the most prominent members of the trade in most of the large cities have joined the organization, although no effort has yet been made to make a thorough canvass. The inspections of their risks and preparation of surveys will take a considerable time, so that we are informed actual underwriting operations, which means the taking of insurance and the issuing of policies, will not commence for three or four months.

USE
Hardware and Metal Want Ads.

There are a hundred little services that a "want ad." in Hardware and Metal can perform for you.

It can get a customer for you for any show cases, counters, or any other fixtures you are anxious to dispose of: it can secure for you a set of tinsmith's tools, a typewriter, a silent salesman or any other article which you are anxious to buy cheaply.

The wider your market the better the bargain you will be able to make.

Our "want ad." page will put you in touch with practically every Hardware Merchant in Canada, and out of our thousands of readers it seems reasonable to suppose that there will be some man who is looking for just such an opportunity as you have to offer.

Rates (payable in advance)

2c. per word for 1st insertion.
1c. per word for subsequent insertion.
5c. additional each insertion when box number is required.

Write or phone our nearest office.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT WANTED by cutlery manufacturer in Germany. Goods are already known in Canada, having been sold for 30 years. Sole Canadian agent to be appointed. Good connections necessary. Applications to Box 2915, HARDWARE AND METAL, Montreal. (50f)

CHAINS, ANCHORS, &c.—A Lancashire firm manufacturing chains, anchors, windlasses winches, capstans, steering gears, tanks, iron buoys, pontoons, lighters, dock accessories, &c., desires to communicate with Canadian firms, with a view to opening up business connections. (1538f,45)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

AGENCIES WANTED

Manufacturers of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

RETAIL HARDWAREMAN, with wide experience, wishes to establish himself as manufacturers' agent in Toronto, and would like to correspond with manufacturers who are interested. Best of references can be given. Address Box 101, HARDWARE AND METAL, Toronto. (tf)

BUSINESSES WANTED.

The business of your next door neighbor may be for sale, and you would not know anything about it. The only way to get replies from the trade everywhere, is to advertise in a paper which reaches the trade everywhere in Canada.

WANTED—To buy, hardware, stove and tin business in good western Ontario town. Stock from four to six thousand. Box 771, HARDWARE AND METAL, Toronto. (53)

TO BUY hardware business, stock $3,000 to $6,000. Give full particulars and terms on which payment may be made. Box 776, HARDWARE AND METAL, Toronto. (3)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

TWO good paying hardware businesses for sale in towns east of Toronto; population about 2,000 and 5,000 respectively. Good reasons for selling. For full information apply Kennedy Hardware Co., Toronto. (52)

HARDWARE and tinsmith business for sale in one of the finest farming sections of western Ontario. The very best of reasons for selling. Address Box 775, HARDWARE AND METAL, Toronto. (3)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of gasoline lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

650,000 Not one of the 650,000 retail merchants who have bought a National Cash Register would think of doing business without it. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

EVERY HARDWAREMAN should handle the Time Saving Coupler. It is a sure saver of time and temper; it works simply and instantaneously, and its joints are absolutely watertight. The unusual advantages possessed by the Time Saving Coupler will make it popular among your hose using customers. (tf)

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SITUATION WANTED—As manager, assistant or traveler, 38, household accessories, enamelware, tinware, etc.; abstainer, non-smoker, undeniable references, moderate salary. "W," care T. Brabyn, Woodstock, Ont. (1)

SUBSCRIPTION CANVASSER WANTED—To solicit subscriptions for one of our publications. A retired merchant or one who has had experience as a salesman preferred. As high as $1500 a year will be paid to a first-class man. The MacLean Publishing Co., Ltd., 10 Front St. East, Toronto. (51)

WANTED—Position as traveler for wholesale hardware or tin and granitware. 8 years experience Reference. Box 774, HARDWARE AND METAL. (51)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

HARDWARE BUYER WANTED. One thoroughly familiar with machinists' tools as well as all lines of hardware. Apply Box 770. HARDWARE AND METAL, giving full particulars of experience, salary, etc. (f)

HARDWARE salesman for Ontario, experienced, all lines. Must have taking manner, be strictly sober and good stock-keeper. Send references. State age, size, wages expected for steady job, when could come. Box 778, HARDWARE AND METAL, Toronto. (2)

TINSMITH and plumber for old Ontario town, steady job. A good, all-round man, able to do good work and willing to do it. Must be sober and reliable. State age, experience, wages and send references first letter to Box 777, HARDWARE AND METAL, Toronto. (2)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Safes. Fine new fireproof safe, new burglar-proof safe; latest type; prices right. The Canadian Fairbanks Co., Ltd., 26-28 Front St. West, Toronto. (44f)

FOR SALE—One complete set of tinners' tools. Quick sale. Box 27, Dauphin, Man. (tf)

TECHNICAL BOOKS

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept, 10 Front St. East, Toronto.

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technica Book Dept., 10 Front Street E., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co. Technical Book Dept., 10 Front St. East, Toronto.

WELLAND CANAL

Tenders for Supplies for the Year 1909

SEALED TENDERS for Supplies addressed to the Superintending Engineer, Welland Canal, St. Catharines, Ont., will be received until 16 o'clock on Saturday, the 16th of January, 1909, for the supply and delivery of various articles of Timber, Hardware, Castings, Oils etc., for use on the Welland Canal and its branches for the year 1909.

Specifications, forms of tender and other information may be obtained at the Superintending Engineer's Office, St. Catharines, on and after Thursday, the 31st December, 1908.

The lowest or any tender not necessarily accepted.

L. K. JONES, Secretary.

Department of Railways and Canals,
Ottawa, December 22, 1908.

Newspapers inserting this advertisement without authority from the Department, will not be paid for it.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Room 511, Union Bank Bldg, Winnipeg.

Winnipeg, Dec. 29.—The Canadian West is taking a breathing spell after the largest, most profitable and satisfactory Christmas trade in its history. It is not that a very high-class trade has been done in some lines, thereby rolling up the actual value in dollars beyond other years, but the trade has been general in every line and the aggregate is very largely made up of what is spoken of in business circles as an "A1" middle-class trade.

For the entire month of December the shops in Winnipeg were crowded in the morning, a sure sign of prosperous times, and commercial travelers returning from late sorting trips, report trade in village, town and country stores good, and farmers buying early and in larger quantities than last year.

Nor is the evidence of prosperity confined to the mere buying of Christmas gifts and Christmas cheer. Payments on loans and mortgages have been met steadily all month, in fact, so much so that some of the mortgage companies almost wish that some of their borrowers were not quite so prompt, as good farm mortgages at the present time look better to them than large sums of money for re-investment. Real estate men report an increasing demand for good inside property in Winnipeg and a steadily growing demand for farm lands, especially improved farms in well settled districts. Another indication of growing activity in real estate is the number of applications for letters patent for companies to handle real estate, more especially suburban sub-divisions. There were no less than three of these new companies gazetted during the past week and all of them with good sized capital. This is no plea for the advantage or desirability of handling real estate by this method but is merely given as an indication of the trend of business at the present time.

The energy with which railway contracts are being pushed and the extensive preparations for next spring are all good and hopeful signs of the times.

In grain circles there is nothing to talk about, the markets are enjoying the usual Christmas lull, at the same time holding very firm, with receipts keeping up well for the time of the year. The superb weather which lasted right up to, and included Christmas Day, which was mild enough for very light spring overcoats, extended the cattle-shipping season and export cattle have been shipped right up to Christmas, which is unusual for the Canadian West.

Hardware Markets.

The turn of the year finds all branches of the hardware trade in the West cheerfully looking forward to a record year's business in 1909. The first six months of the present year were disappointing, the next three showed some improvement and the last three have seen a big impetus in all branches of trade. The big crop and the high price have been the commercial salvation of the West and business is once again assuming normal proportions. Money is circulating freely and the trade are beginning to order much more freely. As indicating the general business condition of the country, the manager of one of the big agricultural implement concerns stated recently that not in the last ten years have his collections throughout the West been so satisfactory as at present.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.25; plain twist, $3.40; staples, $3.40 ; annealed wire, $2.90 base; oiled, 10c extra ; bright iron, $3.10 base ; brass spring wire, 32c base : plain galvanized, wire, 6, 7, and 8, $3.50 ; No. 9, $3.10 ; No. 10, $3.60 ; No. 11, $3.70 ; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25 ; No. 15, $4.75 ; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40 ; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts, 50 and 10 p.c. Capewell brand quotations on application ; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg.

PRESSED SPIKES—¼x5 and 6, $4.75 5-6x5, 6 and 7, $4.40 ; ⅜x6, 7 and 8, $4.25 ; 7-16x7 and 9, $4.15 ½ x 8, 9 10 and 12, $4.05; ⅝x10 and 12, $3.90. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10 ; brass, 75c ; round head, iron, 80 ; brass, 70 ; coach, 65c.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55 ; bolt ends, 52½; sleigh shoe, ⅜ and under, 55 ; 7-16 and over, 45 ; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 per cent. copper ; No. 7, 29c; 8, 29½c; 9, 30½c ; 10, 31¾c ; 12, 34c. Copper burrs, No. 7, 39c ; 8, 40c ; 10, 43c ; 12, 46c. Copper rivets and burrs : No. 8, 30½c; 9, 33c per lb.

COIL CHAIN—¼, $7 ; 3-16, $5.50 ; ⅜, $4.90 ; 7-16, $4.70 ; ½, $4.40 ; ⅝, $4.20 ; ¾, $4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15 ; No. 1, $1.90 ; 2, $1.60 ; octagon, extra, $2.30 ; 1, $1.60.

AXES—Bench, 40 and 5 ; broad, 5½ to 7½ ; $21 per dozen ; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25 ; Black Diamond, $9.25 ; Standard flint edge, $8.50; Copper King, $8.25 ; Columbian, $9.50 ; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75 ; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½ ; other lines, 70 and 10 p.c.

BLOCKS—Steel, 35 ; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75 ; grass, $1.70.

FILES—Arcade, 75 ; Black Diamond, 60 ; Nicholson's, 62½ p.c.

STOVE PIPES—6-inch, $9.25 ; 7-inch, $10.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned, 70; plain, 75 and 2½ ; pieced, 25 ; japanned ware, 35 ; Famous enamelled ware, 50 ; Imperial, 50 and 10, one coat, 60 ; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5 ; Diamond, 50; Granite, 60 p,c.

GALVANIZED WARE—Pails, 37½ p.c. Other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9 ; dash, $9.

WRINGERS—Royal Canadian, $36 ; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼c; pure manila, 13¼c; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c ; Victoria, plain, 70c ; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c ; Victoria and Jubilee, tarred, 86c ; Triumph and Joliette, tarred, 84c ; Cyclone, tarred, 78c ; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20 ; galvanized, $4.30; 26 $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5 ; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50 ; 12 smokeless, chilled, English, $24 ; Canadian, $23 ; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.25 ; chilled, $6.60 ; buck, $6.95 ; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.30; Swedish iron, $4.95 ; sleigh shoe steel, $2.75 ; spring steel, $3.25 ; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop. $13.

PIG LEAD—$5.50. Lead pipe. $7.

SHEET ZINC—Casks, $8 ; broken lots, $8.50.

COPPER—Planished copper, 29½c per pound ; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9 ; 1½. $10.75 ; 2, $14.40 ; 2½, $24.40 ; 3, $31.50; 3½, $39.50; 4, $45 ; 4½, $52; 5, $58; 6, $75. Galvanized ; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 55 ; nipples, 70; classified malleable fittings, 25 ; malleable bushings, 50 ; malleable unions, 55 p.c.

GALVANIZED IRON — Apollo, 16-gauge, $4.15; 18 and 20, $4.40 ; 22 and 24, $4.65; 26, $4.65; 28 $4.50; 30-gauge or 10¾-oz., $5.20 ; Queen's Head, 20, $4.60; 24 and 26, $4.90 ; 28. $5.15.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.50; ½ box, $5; IX full box,

The Derry Oak

A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

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G. F. Stephens & Co., Limited

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The largest distributors of **BRUSHES** in Western Canada.

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Practical Work for Advertisers and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

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You will not only enjoy a Merry Christmas but a Happy and Prosperous New Year.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

$11.50; ½ box, $6; IXX, full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $9.

CANADA PLATES—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch, $4.25.

LUBRICATING OILS—600 W. cylinders 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59 and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

PAINTS AND OILS — White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c: turpentine, bbl. lots, 65c. Linseed oil, raw, 64c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Jan. 1.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila. 15c.

BUILDING PAPER—Plain, 62c per roll; tarred. 78c per roll.

LINSEED OIL—Boiled, 78c; raw, 75c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10 Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90 buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

WESTERN CANADA GOSSIP.

W. J. Griffin has opened up a new hardware store at Shoal Lake, Manitoba.

R. E. Walton, hardware dealer, Medicine Hat, Alta., has been succeeded by J. J. Hewitt.

W. Myles, late of Storey Bros.' hardware store, Fort William, has returned to his home in Indian Head for a visit.

The Fraser Machine & Motor Co., New Glasgow, N.S., has been incorporated with a capital of $50,000, to take over the property and leases of Fraser Bros., in that town, at an appraisal of $20,000, to manufacture explosive engines and to control the output of the Fraser motor.

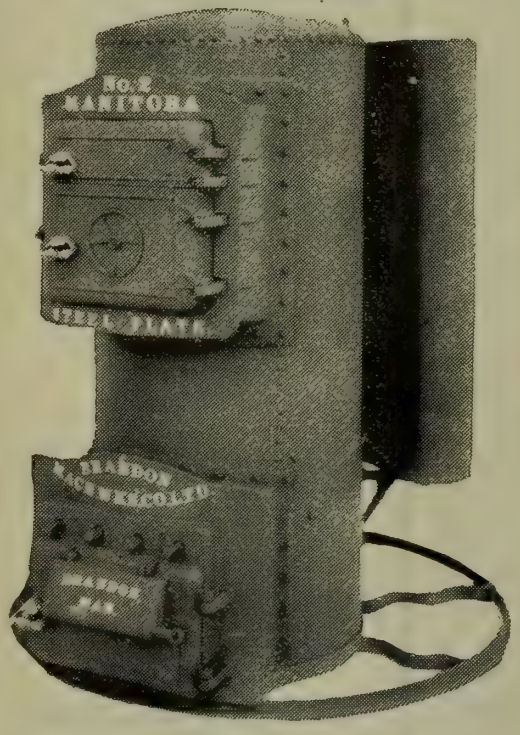
LETTER BOX.

Ice Cream Dishers—Emerson & Fisher, St. John, N.B., ask where ice cream dishers can be secured. They also want the name of Canadian manufacturers of bridle bits.

The Martin Manufacturing Company, Whitby Ont., make bridle bits and the Fletcher Manufacturing Co., Toronto manufacture ice cream dishers.—Editor.

CATALOGUES.

White Frost Refrigerators. — The Metal Stamping Co., Jackson, Mich., have issued a neat vestpocket booklet setting forth the excellencies of the "White Frost" refrigerators. These refrigerators are made entirely of galvanized sheet steel with solid brass trimmings, there being no wood at all entering into their make-up. They are coated with white enamel inside and out and will not shrink, swell, warp or decay. The makers claim for it that it is the one refrigerator strictly sanitary in every respect and also that it is the handiest made.



The Manitoba Steel Plate Furnace

is specially adapted for burning Souris coal and hence is the best furnace for Western Canadians. From 25 to 40 per cent. of the heat energy of bituminous coal is composed of combustible gases which, when not thoroughly consumed, will accumulate in the combustion chamber, often causing explosions. There are no joints in the combustion chamber of the **Manitoba** to open and leak gas, and the special slotted fire-pot will thoroughly consume the gases and smoke.

The consumer saves 25 to 40 per cent. on fuel when he uses the Manitoba.

The Brandon Machine and Furnace Works

Brandon, Manitoba

Sheet Metal Building Materials

Cornices, Skylights, Ventilators
Finials
Corrugated Iron, straight or curved
Metallic Shingles, Siding, Coiling and Lath
Fireproof Windows, Shutters and Doors
Pressed Zinc Ornaments

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RELIABLE GOODS ONLY—NO CHEAP TRASH

The Metallic Roofing Co., Ltd.
Manufacturers
TORONTO WINNIPEG

ROSS BROS.
LIMITED

WHOLESALE HARDWARE

Your customers want

Baling Wire

We have a large stock and solicit your orders.

EDMONTON, ALBERTA

When writing advertisers kindly mention having seen the advertisement in this paper.

SELL SCREW PRESS OIL

We have a great deal of interesting information on Sherwin-Williams Screw Press Linseed Oil, which every paint dealer should have. You will be interested in knowing how we are able to make such good oil—how we secure the choicest flaxseed; how we reclean it before crushing; about our screw press process; how we age, filter and test it.

You should have this information because you can use it in talking with your customers. As you, of course, cannot make use of these selling points unless you sell S.W. Screw Press Oil, you should be sure to have a stock of S-W. Oil on hand.

If you will fill out and mail us the coupon we will send you full particulars by return mail.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man. 495

Every dealer should carry a stock of S-W. Medicinal Linseed Oil. An especially valuable laxative for horses and stock, also largely used for making Carron Oil for scalds and burns. Is so highly clarified that it is sweet and pleasant to the taste.

Fill out this coupon for prices and full information by return mail.

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THE SHERWIN-WILLIAMS CO.

As I am looking for the best Linseed Oil Proposition I would like to have you send me full particulars regarding Sherwin-Williams Linseed Oil.

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Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

GLASS OF EVERY DESCRIPTION

And for every purpose—large and well equipped ART GLASS PLANT.

GLAZIER'S SUPPLIES—Diamond Point Drivers, Points, etc.

THE

Winnipeg Paint & Glass Co., Ltd.

CALGARY - WINNIPEG

TRAVELERS' MEETING AT LONDON

Decide to Admit Saleswomen as Me mbers—Travelers' Club Elects Officers.

The annual meeting of the Travelers' Club was held on Saturday night. President Townsend, in opening the meeting, said the year had been one of the most successful in the history of the club. The membership had increased greatly, and was now the largest in the history of the club. Financially, they were in a splendid position, and the profits for the year were the greatest yet. The election of officers was then called for and resulted as follows: Honorary President, Hon. C. S. Hyman; Honorary Vice-presidents, Ald. Donald Ferguson, C. W. McGuire, H. E. Buttrey; President, J. S. Townsend (re-elected). 1st Vice-President, S. Frank Glass (re-elected); 2nd Vice-president, A. H. Brener (re-elected); Secretary, Fred Lind (re-elected). Directors, J. W. Ferguson, B. S. Murray, H. W. Lind, Frank Lawson, Edwin Paul, Benj. Noble, J. T. Green and F. S. Fisher. Auditors, A. H. Moran and J. K. Spry.

Association Meeting.

The annual general meeting of the Western Ontario Commercial Travelers' Association was held on Saturday last. The officers were elected by acclamation at the meeting a couple of weeks ago and there were only a few vacancies on the directorate to fill. To these the following were elected: Directors for London—E. M. Hannah, A. S. Wallace, H. W. Lind, Frank Lawson, W. Smithson, R. H. Turnbull and P. M. Millman. For Galt—C. Turnbull.

The re-adjustment of the mortuary benefit fund was the cause of considerable discussion.

It was impossible to arrive at any conclusion in the meeting and a committee composed of W. R. Grant, William Gray, William Turnbull, J. M. Dillon, W. L. Underwood, P. M. Millman and Col. J. W. Little was appointed to thoroughly consider the whole question and report at the next meeting.

The right of a member to give the power of attorney to another member to vote was abolished at the suggestion of R. E. Davis, and in the future each member must vote himself. It was also decided that the trustee should receive the ballot paper instead of the secretary, as in times past. It was also decided to increase the duties of the treasurer, and he was voted a salary of $200 per annum.

William Gray moved that all the funds of the association should be invested in the name of the president, the trustee and the treasurer. J. M. Dillon seconded the motion, and it was carried.

There was considerable discussion on the motion not to extend the privileges of membership to the ladies, but it was voted down, by a considerable majority.

E. J. Dawson and J. F. Kern were reappointed auditors for the coming year.

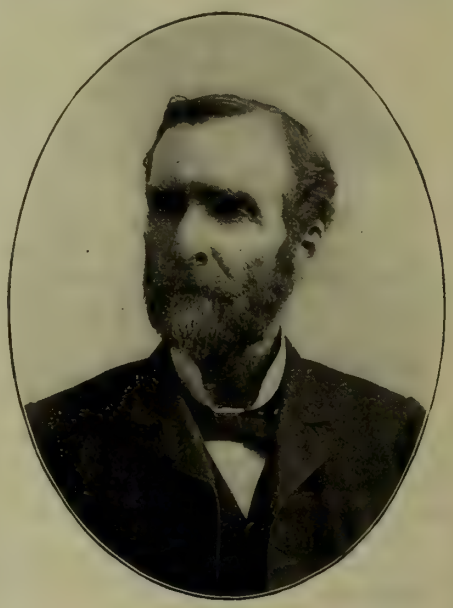
The annual report was received and unanimously adopted. The officers were congratulated on the splendid showing of the year.

The sum of $300 was voted to the charitable fund.

The new board met directly after the general meeting and elected Col. J. W. Little as trustee, and Alf. Robinson as secretary.

DEATH OF CANADIAN TRADE COMMISSIONER.

The news of the death in Shanghai, China, of Alexander Maclean, trade commissioner of the Canadian Government, which came in a cable dated Shanghai, Dec. 22, has been received with a great deal of regret by his many friends in the Dominion. The deceased



THE LATE ALEXANDER MACLEAN,

Canadian Trade Commissioner in Shanghai.

was widely known throughout Canada, even prior to his appointment, Dec. 1st, 1903, as trade agent at Yokahama, when the Government opened its first agency in China. Mr. Maclean was born in Brant County, Ontario, and after teaching a short time in his early manhood, he became a newspaper writer. He established the Mitchell Reformer, published The Cornwall Freeholder from 1865 to 1872, and represented The Globe in the Parliamentary Press Gallery during the stormy period between 1872 and 1874. His next service in newspaper life was as publisher of the Ottawa Times and his final venture in journalism was as managing director of the Montreal Herald.

During the past few months Mr. Maclean had been too ill to attend to his duties in the east, but the department at Ottawa and his many Canadian friends believed he was on the road to recovery. On Oct. 30th, F. C. T. O'Hara, Deputy Minister of Trade and Commerce, received the last letter from him, and in it Mr. Maclean dealt with business matters, giving the impression that he was regaining his health. Last May he was transferred from Yokahama to Shanghai and since that time he had not been in the best of health. He was 74 years of age and was predeceased by his wife. John Maclean, of the Allis-Chalmers-Bullock Company, is a son, and M. Y. Maclean, M.P. for South Huron, a brother.

THE NEWEST SKIN GAME.

"I have always acted on my own judgment after sizing a man up," said a Toronto traveler who has a reputation as a good sport. "For 20 years I have believed that I could tell a rascal or an honest man on sight, but something happened the other day to make me doubt myself. I was loafing around the depot, waiting for my train to go, when a man approached me and started a conversation. We were talking away when a second man came sneaking up and told a hard luck story, and asked to be helped out of a hole. After one look at him I was satisfied that he was a skin, and turned my back on him. Not so with the other man, however. He seemed interested and impressed, and finally gave the fellow a $5 bill to go and get changed, promising him a quarter when he returned.

" 'That's the last of your money,' I said as the hard luck man disappeared.

" 'No; I think he will come back,' was the reply. 'He looked to me like an honest man.'

" 'And to me like a deadbeat. Consider yourself $5 out of pocket.'

" 'I can hardly do that. Something tells me that I am not mistaken in that man."

" 'Perhaps you'd like to bet another five that he will show up again ?'

"To my surprise he said he did, and we found a stakeholder and put up the coin."

"And what happened ?" was asked as the drummer paused.

"Why, the hard luck man came back with the change."

"He did !"

"As straight as a string, and was given the promised quarter ; I lost my five, of course."

"And—and—"

"And a little later on the depot policeman told me that they were pals working together, and that they skinned half a dozen suckers at the game every day in the year."

"But you—you are a drummer."

"Just so ; but it's my business to sell valves and not look for gum games. When you want a soft mark look for a drummer."

The firm of Ingram & Davey, St. Thomas, has been formed into a joint stock company, capital, $100,000, with the following shareholders:—Geo. A. Ingram, Geo. W. Davey, Geo. A. Ferguson, Samuel Ingram, Mrs. Agnes Davey and Mrs. Tessie Ingram.

ALL INGOT METALS IN STOCK

A. C. LESLIE & CO., LIMITED

MONTREAL

$10,959.99 Collected!

That's the amount we've collected for clients during the past year—our first year in business. In May, 1907, we handled 140 new claims. In April, 1908. we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

Let Us Cure Your Slow Collections

The Beardwood Agency

313 New York Life Building

MONTREAL

IVER JOHNSON

SAFETY AUTOMATIC REVOLVER

Near safe is not enough. The only firearm safety worth having is *absolute* safety. The only revolver affording that kind of safety is the Iver Johnson Safety Automatic Revolver.

Millions are in use—yet not a single report of accidental discharge—drop it, kick it, "Hammer the Hammer"—you must pull the trigger to fire it.

Costs no more than near-safeties; but accurate, hard-hitting and positive, with *absolute* safety.

YOUR CUSTOMERS KNOW OF THIS SUPERIORITY.

Our advertising in all the big Magazine and Sportsmen's Periodicals is read in every town in the country. By simply presenting the actual facts our advertising has convinced the public that the Iver Johnson is the safest and best revolver in the world. Our advertising is also arousing the public to the need for a good revolver. So there is a wonderful opportunity for the dealer who sells these goods.

The Iver Johnson goods are never given away as premiums But are sold through legitimate channels. And we never sell by mail where we are represented by a dealer.

Send for Dealer's Catalogue, or order of your Jobber.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Pacific Coast Branch—Phil. B. Bekeart Co., San Francisco, Cal.

Iver Johnson Single Barrel Shotguns and Truss Bridge Bicycles

Accidental Discharge Impossible.

THE "JAXON" LAMP BRACKET

Patented, July 26, 1898

The only cheap bracket lamp that can easily be hung upon the wall without looking behind the reflecter.

Reflector is movable, permitting light to be thrown in various directions. The safe lamp fount is held secure by the spring of the wire. Finished in bright lustre.

JAXON BRACKETS and bright tin reflectors, without founts, burners or chimneys, 65c, per dozen, retail.

JAXON BRACKETS and reflectors, with founts, $1.20 per dozen.

This lamp takes a "B" burner and chimney.

Founts shipped six dozen in package. No charge for packages.

E. T. WRIGHT & CO. - HAMILTON

When writing to advertisers, kindly mention having seen the advertisement in this paper.

Horse Shoes

The best brand to handle is the one that has the most call.

The majority of horseshoers in Canada specify "M.R.M." when ordering, because of the satisfaction these shoes give when being fitted to the horses' feet.

Material is of the best, and the creasing, punching, and general finish are as near perfect as it is possible to get them.

TRADE R. CO MARK

The Montreal Rolling Mills Co.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Municipal Enterprises.

An agitation is on foot to obtain a water supply for Richmond Hill, Ont., from the nearby elevation of the Ridges.

Victoria has increased its water rates all around and now imposes three cents a foot frontage tax for the service pipes.

The Ontario Railway and Municipal Board have approved a by-law to raise $28,000 for sewer construction at Fort Frances.

The International Heating and Lighting Co., Cleveland, have been granted an extension of time in which to commence operations in Edmonton.

At a meeting of the Toronto Board of Health a deputation from St. Thomas was given information regarding a sewer disposal plant which it is proposed to construct.

The Brantford waterworks continue to be successfully operated under municipal ownership commission. The annual report shows this year to be the best in its history. The net earnings are $51,793.68, being $5,600 in excess of last year.

Within a few days the mains of the Seymour Creek water system will be connected with the Vancouver city system and the available water supply of Vancouver will, by that action, be doubled, giving a service in the field capable of meeting the needs of 180,000 people.

City Engineer Edington, of Moncton, N.B., has just presented a complete report of the water and light committee as to the advisability of increasing the city's water supply. The plans submitted would entail an approximate expenditure of $217,000, made up as follows: Embankment, including gate house, wasteway, etc., $87,000; 20-inch leading main, $87,400; cleaning bed of reservoir, $5,500; diversion of Alexander Road, $1,200; land and damages, $5,000; contingencies, $6,000; total, $192,100; pumping station, $25,000, making a grand total of $217,100.

Industrial Activity.

A cement and concrete exhibition is to be held at Toronto, from March 1 to 6.

Dr. D. R. Moore, of Stanley, N.B., has erected a new hardwood mill at that place.

The office staff of the Canadian Iron & Foundry Co., Fort William, have moved into their handsome new offices.

W. W. Butler, of the Dominion Car & Foundry Co., Montreal, says that steel passenger cars will soon come into use in Canada.

Robert Richardi, of Arnprior, is negotiating with Fredericton for the establishment of a clothes-pin factory in that city.

The firm of Foley and Williams, of Chicago, manufacturers of the Goderich Sewing Machine, are soon to open a Canadian branch in Guelph, making that city their headquarters for the Dominion.

Toronto city council has decided to accept the offer of the Otis-Fensom Elevator Company of Hamilton, for the purchase of twenty-two acres in the Ashbridge's Bay area, at $27,500.

Public Buildings.

Dundas is building a new High School.

A new Roman Catholic Church will be erected in Ottawa.

It is stated that a New York syndicate will erect a $200,000 sanatarium at Watrous, Sask.

Tenders will be received up to December 26 for the erection of a Land Titles Building, Saskatoon.

The School of Mining, Kingston, will ask the Provincial Government to erect a building for mining and mineralogy.

The Salvation Army has decided that two new hospitals shall be built in the West, one in Calgary and the other at Edmonton.

The post office building, Kingston, is to be extensively enlarged, at an estimated cost of $30,000.

The B.C. Government will shortly let tenders for the new Central Insane Asylum building at New Westminster.

A by-law to raise $75,000 by debentures for the erection of a garbage destructor will be submitted to the ratepayers of Vancouver on January 14.

A by-law will be submitted to Vancouver ratepayers on January 14 to raise $22,000 for an addition to the jail and for establishing a police patrol signal system.

The by-law providing for the issue of debentures to the extent of $35,000 for a High School and site at Sudbury, has been approved by the Ontario Railway and Municipal Board.

The ratepayers of Vancouver will vote on January 14 on a by-law to raise $187,000 debentures for school purposes, also $26,000 for school board offices, store room and equipment.

Building Notes.

W. & J. Wilson will erect a business block at Victoria, B.C., to cost $25,000.

H. W. Hudson will erect a three-storey business block in Prince Albert, to cost $6,000.

The contract for the erection of the market building at Three Rivers, Que., has been awarded to Mr. Bigras at a cost of about $40,000.

St. Catharines has accepted the gift of R. W. Leonard of $3,500 for a cottage hospital for tuberculosis. The building will cost $10,000.

The ratepayers of Niagara Falls, Ont., will vote January 4 on a by-law to expend $8,300 on improving the city fire halls, and $3,000 on the erection of an armory.

The ratepayers of London will vote on January 4 on a by-law to issue $6,000 4½ per cent. 30-year debentures for the erection and equipment of free swimming baths.

The Y.M.C.A. building at Moose Jaw will probably be completed next year at a cost of about $40,000. To date $14,000 has been expended, $4,000 for the site and $10,000 for the basement.

The Vokes Hardware Company have been granted a permit to erect a five-storey and basement warehouse on Queen Street East. Toronto, at an estimated cost of $35,000.

Recent building permits issued in Toronto include: Franklin & Son, alterations to store, $3,000. Ryrie Bros. and Webster, alterations to stores and dwellings, $10,000; D. Landsberg, pair dwellings, $3,600; A. W. Waters, three dwellings, $5,900; R. W. Harrison, dwelling, $2,600; W. A. Goy, three dwellings, $6,000; Robertson & White, brick dwellings, $6,500; Sim & Smart, dwelling, $5,000; H. E. Bell, three dwellings, $8,500; C. F. Barton, dwelling, $5,000; A. Draper, dwellings, $5,600.

Companies Incorporated.

Rosedale Sawmill Co., Toronto; capital, $40,000. Among the incorporators are T. H. Hancock, F. H. Hurlburt, Mary E. Hurlburt, Marion V. Hancock and E. Gunn, all of Toronto.

H. J. Wood, Limited, Toronto; capital, $60,000; to manufacture wood and metal goods. Among the incorporators are D. J. Procton, C. Nostrant, B. E. Pewtress, E. C. Ironside and H. Riley, all of Toronto.

Modern Agency Supply and Construction Co., Ottawa; capital, $10,000; to conduct general contracting business. Incorporators, F. X. Talbot, R. Belanger, A. Belanger, C. Perron and J. Labelle all of Ottawa.

The National Metal Ware Co., Hamilton; capital, $40,000; to manufacture and deal in wood, paper, iron and metal ware. Among the incorporators are O. D. Peat, H. S. Lees, L. F. Stephens, T. Hobson and J. Hobson, all of Hamilton.

The Provincial Steel Co., Cobourg; capital, $250 000; to manufacture steel and iron articles. Among the incorporators are R. Heath, Diddulph Grange, England; F. W. Coolbaugh, Philadelphia; and Beattie N. MacNachtan and W. L. Allen, all of Cobourg.

Canadian Railway Equipment Co., Toronto; capital, $200,000; to manufacture cars, wheels and trucks. Among the incorporators are A. W. Holmested, F. H. Potts, A. R. Bickerstaff, T. A. Silverthorn and Edith M. Carruthers, all of Toronto.

Forwell Foundry, Limited, Berlin; capital, $50,000; to take over the Forwell Foundry Co., and manufacture machinery and plumbers', gasfitters' and steamfitters' supplies. Among the incorporators are W. Forwell and Ira S. K. Weber, Berlin; and A. W. Groff, H. J Liphardt, and C. Liphardt, all of Waterloo.

News of the Paint Trade

DEALERS SHOULD ORGANIZE.

It is highly important, says an exchange, that paint retailers in small towns, as well as the larger cities, organize for their mutual benefit in the exchange of ideas to maintain more friendly business relations. This is good sound advice and, if followed by the dealers, will result in general good.

There is little merit in some of the policies pursued by paint merchants in many places. The unpardonable feeling of antagonism which seems to have sprung between many of these merchants has forced the weaker dealers to the wall; in other cases cutting prices was the inevitable result. They had hoped to force their competitors out of the paint business by not permitting them to make any profits and were caught at their own game. Friendly co-operation among merchants will alleviate these undesirable conditions and elevate, rather than cause business degeneration.

It is fair to presume that normal profits should be realized from the sale of paint and, as all dealers' interests are mutual in this respect alone, organization, provided the members are sincere in their desire to see these details perfected, can perform the functions. The standard of paint trade will thus be considerably better and will ultimately result in dealer and consumer both deriving their just share of the resulting good.

Besides, the merchants can be generally broadened through social intercourse with each other and can gain ideas which may prove of lasting benefit. The suggestion is made that, besides the discussion of conditions as they exist in the various localities, five questions be taken up for discussion at each meeting, these to be given the speaker several days before in order that he may sufficiently prepare himself. In this manner sufficient thought can be put upon the subject so that an intelligent discussion may be made and the benefits become the greater. Recommendation is made that these topics begin with the most simple and follow each other in their logical order so that proprietors and clerks can gain as much knowledge as possible—and in a systematic manner—from them. The five questions recommended are:

1. What are the objects of house paint?
2. What is mixed or prepared paint?
3. How long has mixed paint been on the market in general use?
4. How is mixed paint made?
5. What are the advantages in mixed paint over lead in oil?
   (a) From the dealer's standpoint?
   (b) From the painter's standpoint?
   (c) From the consumer's standpoint?

If you want to stock the VARNISH that will bring customers back to your store for more VARNISH, and tell their friends where to get good VARNISH, that VARNISH is undoubtedly

Elastilite Varnish

For Outside or Inside Use

In Tins only, ½ Pint to 1 Gallon.

Manufactured only by

The Imperial Varnish & Color Co.
LIMITED

TORONTO, CANADA

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

PUSHING SPECIALTIES.

Commenting on the sale of paint specialties an exchange says it is not a case of demand with these lines; it is one of making a demand The front window is an agent for causing the demand. The paint window's greatest purpose is to stir the sense of pride in the passerby who is guilty of having something at home in a needy condition which he sees portrayed in the store window in a resurrected resplendent condition. There is good profit in the specialties and the dealer can most certainly create the demand by arousing those in his vicinity to an elevated plane of neatness. If one was walking down the street and saw two wash basins in a window, one in a scratched up, displeasing condition, the other shining like new, we venture to say that, on washing that night in his scratched up basin, he would immediately be reminded of the two basins he had seen. The next day he passes the store again; he sees the two bowls, he thinks, he stops, he buys. Natural, isn't it? The greatest way to call attention to a thing is to show the contrast. Jones and Smith, next door neighbors, hadn't painted their houses for fifteen years. One day Jones got the hunch. Three days after it was finished Smith formed the impression that his own house was disgraceful looking. Not merely needed painting, but was a sight. Another case of contrast effect.

The best way to demonstrate bronze is by treating a chair half way. It must have been bronzed originally; if you haven't one, take any old chair and give it a single coat. After it has dried a few days begin scratching it up. The good looking half should receive two coats.

With all the specialties the best way to push them is by these contrast demonstrations. A chair in the window of a paint shop does not bespeak the place a furniture store. This is quickly offset by a generous sprinkling of the cans about the window. An appropriate show card is always desirable.

All of these propositions are live ones. The best proof that they sell goods is the fact that they have sold for every one who has tried them. Let the paint man establish the precedent that his is the logical place for everything in the decorative line. And the only way he can establish this belief among the people is to show them, not merely by putting them in the window, believing that one-fourth-inch type on a label will be seen by the passerby, but best of all by good-sized striking contrasts backed up with an attractive show card to immediately transmit the idea to those that keep on walking.

H. J. Turner, painter of Leamington, has assigned. A meeting of creditors will be held on Jan. 6.

The plant of Moore, Benjamin & Co., paint manufacturers, West Toronto, was slightly damaged by fire a few days ago.

Paint and Oil Markets

MONTREAL.

December 31.—Although orders have been on the light side throughout the year, dealers keeping their stocks down —this, of course, affecting the jobbers— still a fair volume of trade has been done. There has practically been no great rush, but the demand has been steady, and in this way a larger amount of business has moved through than many have believed to be the case. Although there is really no reason to complain of the year's trading, yet whatever consolation may be desired can be found in the fact that the whole trend of the year's buying favors an exceedingly good year in 1909. Stocks have been so reduced that, presuming there is anything like a good consuming demand, manufacturers and jobbers should experience a heavy call, and an early one, too. There is every indication of building being most active, while farmers with the solid foundation of a record harvest should prove much better buyers. Everything, therefore, looks most promising for the new year.

Considering circumstances, the various markets have kept remarkably steady. Of course, there have been fluctuations, but prices have held fairly well, although the tendency has been to lower the level of quotations.

Turpentine has been very steady all the year through, the range of fluctuations not being wide. Prices have kept on the moderate side, with the result that substitutes have had a very poor sale. Indeed, turpentine closed the year at a remarkable low price of 56c for single barrels, whereas the price at the same period last year was 70c. Turpentine has been free from much of the speculation usually observed in this article. Linseed oil has been subjected to various changes, yet here again, taking everything into consideration, the market has not swung so much as in other years. Linseed oil opened the year at 59c, and closes at 55c, and all the way through the tendency has been on the moderate side. Owing to the oil crushing plants in Montreal, Winnipeg and in Ontario, supplies of good oil have been ample, which accounts for the weakening tendency of the prices. To stop cutting, especially in Toronto, an attempt has been made to bring crushers together, and although nothing definite has yet been settled, yet prospects seem bright for some arrangement.

With regard to ground white lead, a noticeable point during the year has been the falling off in the importations of dry white lead from abroad, owing to the two corroding factories in Canada keeping up a good supply of fine stuff. Here again the tendency has naturally been to find a somewhat lower level, Canadian pure opening at about $6.75, and closing around $5.50 to $6. On the whole a steady volume of trade has been done. Red lead is also lower than the opening price, but seems to be in a fairly firm position at present. The allied white zinc lines have hardly changed at all. The demand all the way through has been quiet, but the tone of the market has kept up well. Putty closes the year a little higher than the commencing figures, quotations being $1.65 compared with $1.60. Trade has been somewhat disappointing at times, but altogether a good volume of business has been done. A noticeable feature has been the scarcity of bladders, this necessitating the greater use of iron drums of 25 lbs. each.

Colors and varnish have had a fair season. Of course, the lessened activity in various industrial concerns affected the sale of varnish. Liquid paints seem to be getting more popular, and it is noticed that hardwaremen are paying much more attention to their paints departments. It is realized that most attractive windows can be made out of the various brands of paint now on the market with the help of the handsome cards that manufacturers now publish, while there is no doubt as to the profit attached to an energetic pushing of the various lines.

TORONTO.

Dec. 31.—December is probably the slowest month in general paint lines in the whole year, and the last week of that month, the week between Christmas and New Year's, is a particularly dull one. The prices remain at the old figures, though rumors of cutting are abroad. This, however, does not bother the jobbers much just now, as the holidays have cut into business and orders are very light.

Stocks throughout the country in both retailers' and jobbers' hands are low and are much lighter than at this time last year. Compared with a year ago, however, the volume of trade is on the upward trend and a far better feeling is evident when the opening year's business is discussed.

There is no denying the fact that 1908 was not a very good year for the showing of profits and many lines were slow sellers when compared with previous years. One exception to this, however, is to be noted; that is, in regard to mixed paints. Whether it was because householders in a spirit of economy did their own painting instead of turning over the work to regular painters, ready mixed lines were good sellers, and with the exception of one month (August) showed even to better advantage than during 1907. That one month was sufficient to bring the year's figures below the total of the previous year.

Perhaps the most-talked-of, if not interesting, situation among paints and oils during the whole year, was the decline in the price of turpentine. Compare to-day's figure, 56c, with the 70c of a year ago to-day, and the situation is placed in a nutshell.

Cutting between independents and the Standard Oil in the south gave jobbers the chance to buy low, and there was a consequent lowering of prices all round.

Linseed oil, too, presented quite an interesting situation and to-day oil can be bought in Toronto five cents cheaper than English oil can be laid down in the city. This low price is due almost

Not a Minute Too Early

to give serious thought to taking up the "ENGLISH" LIQUID PAINT Agency, for next Spring.

The dealer in your town who has a stock of these well-known, well-advertised and well-liked Paints, will get the trade.

Our Advertising Department, our Co-operative Business Methods, our Best Prices and a complete line of

"English" Liquid Paints

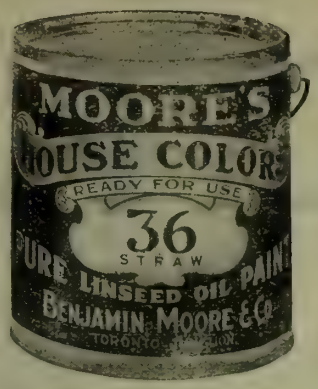
are at your service.

Let us talk business with you.

Address,

BRANDRAM-HENDERSON, LIMITED

Montreal **Halifax**
St. John **Winnipeg**



You do this Take a clean board and paint it with one coat of Moore's Pure Linseed Oil H.C. Paint—any color.

Then take some other clean boards and paint each one with a single coat of any other prepared paints on the market — same color as Moore's.

After that Place all the painted boards upright, side by side, stand off a little and see which board is covered best.

You will see that the board painted with Moore's Paint is away ahead of all the others in hiding power.

The reason is that, instead of spending a whole lot of our money in expensive advertising, we use our money in producing a higher grade Linseed Oil Paint at a lower price. This results in increased sales at excellent profits for you and ourselves.

Now, Send for Our Price List Right Away !

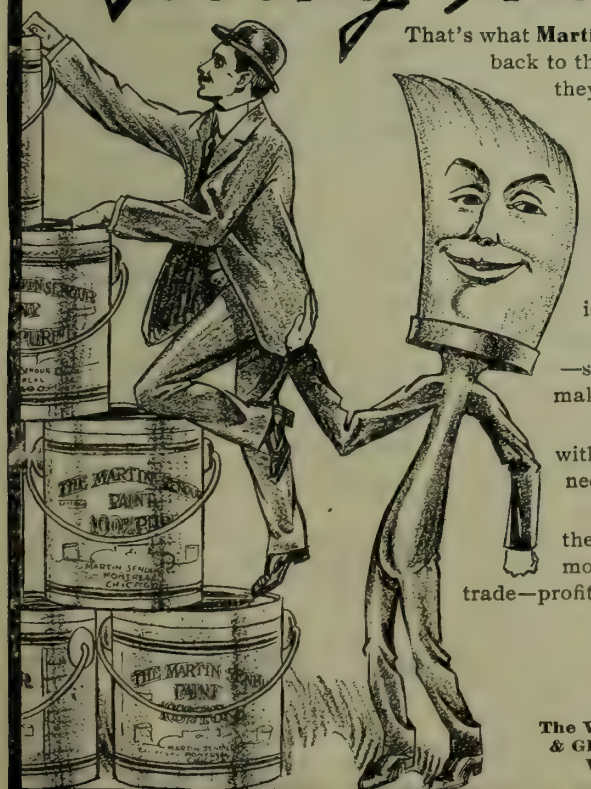
Benjamin Moore & Co., Limited
Manufacturers of
Paints, Colors, Varnishes and Muresco

West Toronto : : : : Canada
New York Chicago Cleveland
U.S.A.

A. M. BELL & CO., Halifax, N.S., Agents for Nova Scotia, P.E.I. and Newfoundland

EMERSON FISHER, Limited, St. John, N.B., Agents for New Brunswick

Giving the Dealer a Boost



That's what **Martin-Senour** Paint is doing. People are so **pleased** with it, that they come back to the dealer for **more** and incidentally for **other** goods. And why shouldn't they be pleased with Martin-Senour Paint?

It is the most durable—best looking—and most **economical paint** on the market. Don't you want to sell paint like that? Paint that pleases the buyer and attracts the passers-by? Of course, you do. Well then,

Martin-Senour Paint
100 Percent Pure

is the paint for you to sell.

It's pure—that's why it's the best. Test it any way you like—for purity—spreading qualities—wearing qualities and everything else that goes toward making the best paint.

Martin-Senour Paint satisfies every time. The man who paints his house with Martin-Senour Paint this year will come back for more the next time he needs paint. And every time he gets a chance he'll **boost** Martin-Senour Paint.

Mr. Dealer, are you selling all the paint that you ought to? If you're not, there must be a reason. You're not handling the paint that pleases best and most! Try Martin-Senour Paint and you'll increase your paint trade—regular trade—profits, because it **satisfies.** Write for our "Business Boosting Plan," terms, etc.

The MARTIN-SENOUR CO., Ltd.,
Pioneers of Pure Paints
Montreal **Chicago**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

wholly to the fact that cutting has been going on, and although there have been several reports that prices would advance quotations remain at the old figures. One thing that should bring about a firming-up in price is the high figure at which flax stands. If the raw material advances there will, no doubt, be a higher price asked for the finished product.

The permits for large buildings which were very prominent in 1907 and were very few during 1908, are likely to come to the front again this year. Indeed, quite a number are already projected in various larger centres. Retrenchment was the watchword last year, and it brought with it low stocks. This will be changed this year, but jobbers should not confuse this with meaning that a boom will be inaugurated, but it does mean that a steady, though slowly improving condition is working its way over the land, and already the beginning has come.

Travelers are yet in for the holidays, though it is likely they will go on their routes early in the new year—and some weeks ahead of last year.

Glass which was moving very slowly during the early months of 1908 has taken a turn for the better. It is natural for it to do so in the fall, but besides this naturalness there's a distinctively better tone in glass and its kindred lines the various grades of putty.

Lead lines during the summer, both before and just after the hot weather, showed activity. Of course, white lead took the lead, but red lead was much in evidence, too.

Colors and varnish had only a fair season, though during the middle of the year there were quite a number of goodly-sized orders going. And now all along the line there is a splendid feeling among jobbers as to the prospects for business during 1909.

USEFUL HINT FOR DEALERS.

Realization of the fact that a thorough knowledge of what a customer needs in the paint line often means that a merchant's trade in this department increases rapidly, as it is natural for the average consumer to buy at the store which seems the best versed. For instance, says the Hardware Trade, it is pertinent for the merchants to be able to tell a prospective patron the approximate amount of paint that will be required to paint his house, barn, or other building and, thereby, a feeling of confidence in the retailer's paint knowledge is generated in the patron's mind. Otherwise, he might form a less likable opinion of the merchant's prowess and delay the purchase, finally giving it to a competitor.

The process by which a merchant may ascertain the amount of paint required to paint a building is easy. Simply add the length in feet of the sides and ends of the building, then multiply by the height, and divide the product by 250. This result will give the required number of gallons of paint for two coats. While the division by 250 may not always give an absolutely accurate amount, due to different mixtures of paints, it is sufficiently close to the exact quantity required so that little paint will be left after the work is done. An example of the foregoing process may give the retailer a better conception of the method. This follows:

	Feet.
Front	40
Rear	40
Side	60
Side	60
Total	200
Multiply height	40
Total	8,000

Divide 250)8000(32 gallons.
750

500
500

A PAINT COMPARISON.

Comparisons are often made between the demand in Britain and the United States respectively as regards the demand for certain specialties in the ready-mixed paint line, such as floor paints, roof paints, car paints, etc., and possibly false deductions are occasionally drawn through lack of appreciation of the totally different conditions that obtain in the two countries. In the first place, says an English exchange, different modes of construction in dwelling-houses, farm buildings, etc., in the two countries account for much.

In America, wood enters into the construction of such buildings to an immensely greater extent than it does in Britain. Wood roofs are pretty much the rule in one country and the exception in the other. Hence a line of roof paints which might sell heavily in the States would be a drug on the market in Britain. Then, again, labor conditions in the painting trade differ considerably in the two countries.

In Britain very little paint (except perhaps in shipbuilding yards and allied concerns) is applied but through the agency of more or less trained painter craftsmen. In America, on the other hand, in businesses or concerns where paint is used in very large quantities, only the foremen, overseers or "bosses" are really painters, the others are more or less partially skilled laborers, who simply follow instructions. This accounts in a large measure for the comparative ease of getting an intrinsically good speciality in the paint line adopted in America. There the owner or employer satisfies himself that the novelty in question is a time-saver or a money-saver, or is better in some particular than what he has hitherto used, and he then insists that it shall be used. In Britain one too often hears the remark from an open-minded master painter: "I think highly of such and such a paint, and should like to adopt it, but my men don't like it!"

THE
C. P.
CO.

THE CANADA PAINT COMPANY'S COLORS and VARNISHES are made absolutely by themselves. This insures uniformity.

THE CANADA PAINT COMPANY'S VARNISHES are made for all who are looking for a good article properly manufactured at a fair price.

THE CANADA PAINT COMPANY'S COLORS and VARNISHES are tested and reported on by their practical staff before shipment.

THE CANADA PAINT COMPANY'S LIQUID COLORS after being well stirred in the can by the purchaser will flow smoothly and evenly.

THE CANADA PAINT COMPANY will cheerfully mail color cards to show the scope and variety of their manufactures.

THE CANADA PAINT COMPANY wishes to state that microbes, germs and dry-rot have "no habitation or abiding-place" where their paints, colors, stains or varnishes are used.

THE CANADA PAINT COMPANY'S COLORS should be applied wisely and well. They will be found to be very economical.

THE CANADA PAINT COMPANY has a good class of customers who are desirous of selling a good class of paint and varnish.

☞MORAL—Pin your faith to

THE C.P. CO.
FOR
1909

Now then for 1909

Let us all make up our minds it is going to be the best year we ever had. Let us all wish each other a Happy New Year, and then get to work. Are you ready? How about your Paint business? Not what it should be? Ramsay's Paints will put it just were it should be—in the right position for good friends and good profits. Ramsay's Paints are friendly paints and profit paints. Do you want to know what we can do for you? Do you want to see our catalogue? Do you wish to see our new lines? May we send our traveller or may we write? This is our letter to you. Now, you write us.

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 The Paint Makers

Low Priced—But High in Quality

That's what we claim for

New Era Paint

Here is its composition—absolutely pure as you will see

Pure White Lead; Oxide of Zinc; Pure Linseed Oil; Turpentine and Turpentine Japan Dryers. New Era Paint will cover more surface, last longer, hold its color better, stand the changes of weather and give a more brilliant finish than any other prepared paint.

Write for prices

Standard Paint and Varnish Works Co.

Limited

Windsor, Ontario

IT WILL PAY YOU

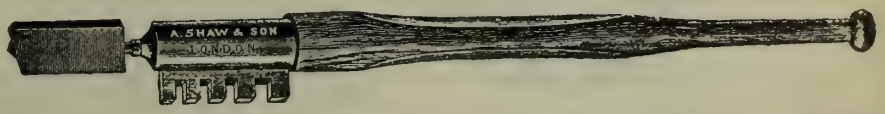
to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

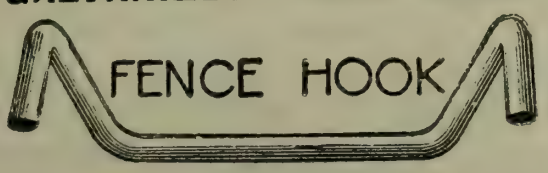
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Tell your customers to

Brighten Up for Christmas

by using a little

LACQUERET

on all the frayed woodwork in the house. It certainly is wonderful the way old, worn woodwork takes on new life and beauty under a coat of Lacqueret. Lacqueret is not a stain or a varnish or a paint, but a translucent lacquer made with soluble, permanent colors, with an elastic hard drying, lustrous liquid. A child can easily apply Lacqueret. We have a special dealer helping plan.

Write Us for Particulars About It

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

CANADIAN SILVER WHITE ENAMEL

For Interior Decoration

is superior to any other White Enamel made in Canada and no imported Enamel of equal quality can be offered at as low a price.

Your customers, whether **Professional Decorators, Manufacturers or Householders,** will find it just what they want for decorating large surfaces or small articles.

It works freely under the brush, dries with a brilliant gloss and it will **never turn yellow.**

To prepare the surface for the Enamel, use ISLAND CITY White Primer. Ideal for the purpose owing to its exceeding whiteness, its great "body" or covering capacity and its surpassing fineness.

MANUFACTURED BY

P. D. DODS & COMPANY, LIMITED

264 St. Patrick St., MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Class and Flint Clothsand Papers, etc

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

Sticks Everything, But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO. WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street

MONTREAL

Write to-day, we need you and you need us.

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

Phone College 4877

JONES BROS.

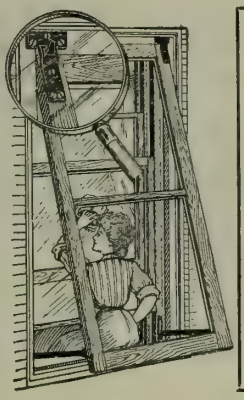
302 Christie Street, Toronto

Stove Brick — Stove Castings

Fire Clay — and Water Fronts

Asbestos Cement

Brick for Fire Places



PHENIX

HANGERS AND FASTENERS

solve the problem

How to Hang and Fasten Window Screens and Storm Windows.

Easily hung or removed from inside. Clean windows, ideal ventilation. No flies, solid comfort. Retail at 10c., 15c., 20c. and 30c. per set with screws. For catalogue and trade discounts address

PHENIX MFG. CO.

036 Center Street

Milwaukee, Wis.

Men Who Sell Things

By Walter D. Moody

Technical Book Department - - 10 Front Street East

Satisfaction Guaranteed **A MARK OF QUALITY** *Prompt Delivery*

LION

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.

CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.

MacGOWAN & CO., Vancouver, B.C.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

"Brantford" "Roofing"

We Assist You To Get Orders

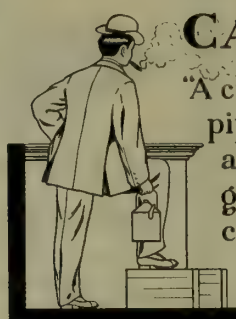
When you handle Brantford Roofing you don't compete with us for roofing business. Instead of trying to land roofing business direct, we assist our agents to get the orders. Write us for samples, catalogue and agency proposition.

Brantford Roofing Co., Limited

BRANTFORD, - CANADA

SELLING AGENTS:

Montreal Branch - - - 327 St. James Street, Montreal, Que.
General Supply Co. of Canada, Limited { 219-221 Bank Street, Ottawa / 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co. - - - - - - - - - Sherbrooke, Que.
Fleck Bros., Limited - - - - - - - - - Vancouver, B.C.
Imperial Export Co. - - - - - - - - Toronto, Ont.



CAN'T EXPLODE

"A customer with a cigar or pipe can come as near as he likes to my gasolene pump and it can't explode, because it's

THE BOWSER

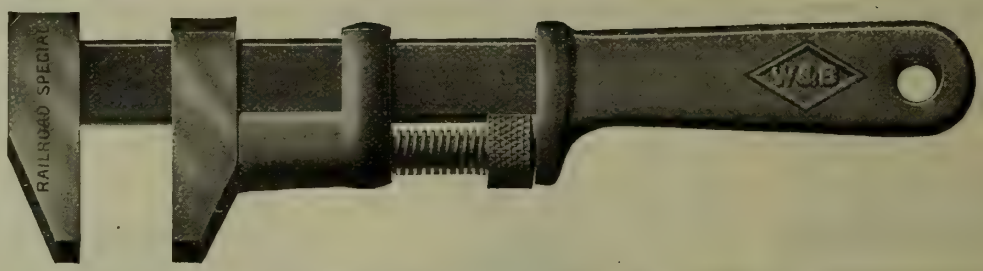
This absolute safety which the Bowser gives you is alone worth its price.

But cost doesn't figure, for the Bowser pays for itself by stopping all leakage, evaporation and waste.

Put in a Bowser and sell gasolene. It means money in your pocket.

Bulletin **5456** tells you why. A postal will bring it, free. Write now.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO



The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application**

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

St. Catharines

Ontario

W&B
TRADE MARK

W & B CO
TRADE MARK

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

Why Not Stock "BUSTER BROWN" Wagons for Spring Trade

Quick delivery can be made at any time at small cost owing to the light weight of any of the four sizes.

Prices gladly quoted you.

or at least display prominently, in windows preferred, the colored posters we are distributing? It should be possible to induce the parents and friends of the CHILDREN to invest their money wisely in something substantial and lasting. Throw out the suggestion and watch the results which are bound to come.

The Woodstock Wagon & Mfg. Co., Ltd.

Makers of Woodstock Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs.

ESTABLISHED 1850.

JOHN HASSALL, INC.,

RIVETS,

ESCUTCHEON PINS,

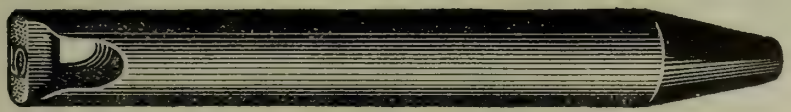
SPECIAL WIRE NAILS.

OFFICE, 183 LAFAYETTE ST., NEW YORK

WORKS, CLAY AND OAKLAND STS., BROOKLYN

IN ALL METALS

SASH WEIGHTS



Hundreds of tons carried in stock for you and we guarantee prompt shipment. Write at once for a copy of our Monkey Book and for prices.

The Buchanan Foundry Company, - Lebanon, Pa.

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

GILBERTSON'S COMET

Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd., Makers, PONTARDAWE, Wales

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

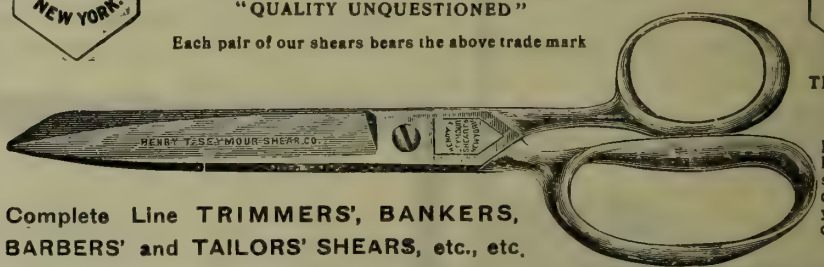
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

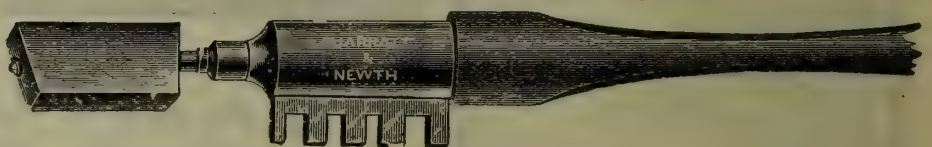
Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

Start The New Year Right

They Always Work

Order a Stock of Penberthy Goods

We Want Every Hardware Merchant

In Canada

To Stock Our Lines

Because They Sell.

Because the Prices are Right.

Don't Let Your Neighbor Get The Business.

Penberthy Injector Co., Limited, Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

H&R Guns and Revolvers

H&R ARMS CO.

For over thirty-six years their superior shooting qualities accuracy and dependability have been universally recognized.

Sold the World Over

We want you to have our *new* catalog showing complete line and giving valuable selling points

Here is our three-piece gun, which we call Model 1908. Built on the same lines as our famous Model 1900 in 12, 16, 20 and 28 gauge. This new gun is taken down in the same manner as a double gun—by pulling off the snap fore end and unhooking the barrel from the frame.

Notice the Target Grip

Light, compact, durable. The first combination of a medium priced revolver with *a perfect full grip.* Prevents slipping and twisting—insures a secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in the shooting.

Harrington & Richardson Arms Co.

515 Park Avenue, **Worcester, Mass.**

SAY, MR. HARDWAREMAN,

Are you prepared to meet all emergency calls for roofing material? You can make no mistake in carrying

Black Diamond Tarred Felt—Joliette Cyclone Sheathing—Genasco Ready Roofing

Might as well "Do It Now," as our prices are right.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

January 2, 1909

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb...	0 09½
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates 3-16 inch	2 0	2 50
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 60
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial.genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 26
" seamless base	0 26

Copper tubing, 4 cents extra.

COPPER. Per 100 lb.

Casting ingot...........	15 50	15 00
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz....................		21 00
Plain, 16 oz,, 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base....................		30 00
Braziers' (in sheets). 4x8 base...		0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 50
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60
Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60..................	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ..	3 70	3 50	3 65	....
22-24 ..	3 95	3 75	3 75	4 05
26........	4 20	4 00	4 15	4 30
28........	4 45	4 25	4 35	4 55

Less than case lots 25c. extra

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 50

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2 ..		18 75
Middlesboro, No 3 pig iron..	19 50	21 00
Summerlee No. 2 " ..	20 50	21 50
Carron No. 1	22 50	....
Carron ,special......	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (Soo)....		25 00
Angles	2 60	2 50
Common bar, per 100 lb......	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 25
Mild steel...........	1 90	....
Sleigh shoe steel.....	1 90	2 05
Iron finish machinery steel (domestic)	2 00	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 05
Sheet cast steel......	0 15	0 15
Toe calk steel...............	2 40	2 75
Mining cast steel....	0 07½	0 08
High speed	0 60	0 60
Capital tool steel.............	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 08½	....
Silver tool steel..............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 00 33 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C,14 x 20 base	....	$6 00
IX, 14x20 "	....	6 50
IXX, 14x20 base	....	7 50

Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..........	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 6 75
" 14x65. " }

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 70	3 75
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 50	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2 Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 12½
Light copper bottoms	0 10½	0 11
Heavy red brass....	0 10½	0 11½
" yellow brass	0 08½	0 09
Light brass................	0 0[illegible]	0 06¾
Tea lead	0 02½	0 02½
Heavy lead...............	0 02½	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No.1	12 50	13 50
Stove plate................	11 00	10 50
Malleable and steel	9 00	8 00
Old rubbers....	0 08	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work. 70 per cent.
High grade compression work, 65 p c.
Cushion work. 55 per cent.
Fuller work, 75 and 10 p.c.; No. 0, 80 p.c., and 1 and 2 basin cocks, 75 and 10 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway 50 and 10 p.c.
J. M T. Globe, Angle and Check Valves, 55; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c ; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves. 60 p.c.
Kerr standard radiator valves. 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass. Weber gate valves. 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " ...... "	1 50
No 7 Fuller's...... .... "	2 00
No. 4½, " .... "	1 85
Patent Compression Cushion, basin cock, hot and cold, each..........	$1.25
Patent Compression Cushion, bath cock, No. 2208, each................	2 20

Square head brass cocks, 55 ; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon.Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4¾c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch........	2 03	¼ inch........	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 56	¾ "	4 71
1 "	5 11	1 "	6 76
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 9
4 "	33 48	4 "	44 28

Malleable Fittings — Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 70; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60 ; nipples, 70 and 10; malleable lipped unions 55 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb......	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ .... per lb.	0 33	0 35
2-lb. or over .... "	0 30	0 32

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping........................	0 18½	0 18

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05½
" flaked	0 05½
Green coperas (green vitrol)........	0 01
Sugar of lead...........	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons..........	0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

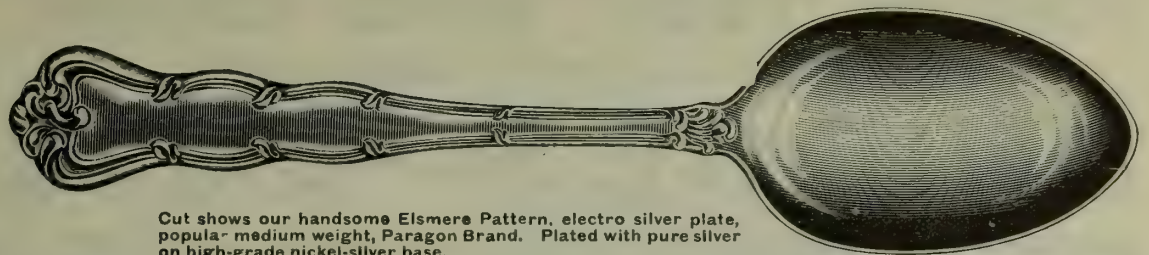
Barrels........................	0 24½
25-lb. drums............	0 25½

PIGMENTS.

Orange mineral, casks........	0 09
" " 100-lb. kegs	0 09½

ELEGANT, USEFUL, DURABLE CHRISTMAS GIFTS

That's the kind of gift to recommend.



Cut shows our handsome Elsmere Pattern, electro silver plate, popular medium weight, Paragon Brand. Plated with pure silver on high-grade nickel-silver base.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.

DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

PREPARED PAINTS.

Barn (in bbls.) 1 gal. tins	0 70	0 90
" 5 gal. tins	0 65	0 85
Sherwin-Williams paints,		1 09
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Pure.	Ordinary.
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 55 0 57
Linseed Oil, " raw	0 55 0 55
" " boiled	0 58 0 58

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' pure	5 85	6 00
No. 1 Canadian	5 15	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P. lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 50

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps Brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish, 1 gal. can, each	2 00
Granitine floor varnish, per gal	2 50
Maple Leaf coach enamels; size 1,	1 20
Sherwin-Williams' kopal varnish, gal.,	2 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
" Flint-Lac," coach	1 80
B H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline, per gal.	2 50
Fla tine floor finish per gal	3 00
Elastica exterior finish 1 gal. can	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 4 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw plain & tarred per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 5 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cans and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, per barrel	1 70	1 75
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
Iron Clad" paper		2 15
" wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 to 60 per cent.
Peterboro, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in. "		7 00
" " 6-in., "		6 75
" " 8-in., "		6 50
" " 10-in. and larger		6 25
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in.	per 100 lb.	4 75
over 12 in.	"	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage	per doz. 0 50	1 10
Clothes line, No. 61	" 0 00	0 70
Harness	" 0 60	12 00
Hat and coat	per gro. 1 10	10 00
Chandelier	per doz. 0 50	1 00

Wrought hooks and staples—

¼ x 5	per gross	2 65
5-16 x 5	"	3 30

Bright wire hooks, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz. 2 75	3 25
Bronze, Genuine	" 6 00	9 00
Shutter, porcelain, F. & L. screw	per gross 1 30	2 00
White door knobs	per doz.	2 00

Peterboro knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Peterboro, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional	per 100 lb. 2 20	2 40
Solid	" 1 50	1 75

SASH CORD.

Per lb	0 25	0 26

BLIND AND BED STAPLES.

All sizes, per lb	0 07½	0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	2 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German	per doz. 7 00	9 00
American	" 12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt. 0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11½
S. & D., " 6	"	0 18
Boynton pattern	"	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33	each 1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.		
Canadian, 25 to 27½ per cent.		
Magnetic tack	per doz. 1 10	1 70
Canadian sledge	per lb. 0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'	per doz. 1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian	per doz. 5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

HAMILTON BRIDGE WORKS COMPANY, LTD.

Established 1872 at HAMILTON, CANADA.

BRIDGES—RAILWAY and HIGHWAY

STRUCTURAL STEEL 5000 Tons of Steel in Stock —**BEAMS, ANGLES, CHANNELS, PLATES, ETC.**

Manufacturers of **Locomotive Turn Tables, Roofs, Steel Buildings, and Structural Iron Work of all descriptions**

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.......... 1 00
Ivory, No. 1282, 2 foot, each.... ...... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect................. 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14, 75 and 2½, doz.......... $23 00
Iron, No. 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English, ass skin, No. 1921, 66 ft., doz. 2 85
Universal ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No 404, 66 ft, each.... 0 94
" steel, No. 264 66 ft., each ... 3 15
Chesterman's, linen, No 1822, 66 ft. ea. 1 10
" steel No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63¾ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

doz. pairs.
Stearns wood track 4 50 6 00
Zenith....................... .... 9 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Steel, track 1 x 3-16 in(100 ft) 3 25
" " 1¼ x 3-16 in(100 ft) ....
Double strap hangers, doz. sets.... 6 40
Standard jointed hangers, " 6 40
Steel King hangers " 6 25
Storm King and safety hangers 7 00
" " rail............... .... 4 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, [illegible]-inch....per gross 9 00
" " [illegible] " .... " 10 00
" " [illegible] " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................. " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews'.............. 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over............... 0 10½
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11¼
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's...................... .... 0 13½
Berg's, per lb...... .... 0 12½
Brook's...................... .... 0 12½
Pipe Vise, Hinge, No. 1 .... 3 50
" " " No. 2...... .... 5 50
Saw Vise.................... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common ($1 list Per cent.
" " ⅜ and smaller.. 60, 10 and 10
" " 7-16 and up 60
" " Norway Iron ($3 list) 60
Machine Bolts, ⅜ and less .... 60, 10 and 10
Machine Bolts, 7-16 and up.... 60
Plough Bolts .... 55, 5 and 10
Blank Bolts....... 60
Bolt Ends...................... 60
Sleigh Shoe Bolts, ⅜ and less .. 60 and 10
" " " 7-16 and larger 55 and 5
Coach Screws, conepoint...... 70 and 12½
Nuts, square, all sizes, 4¼c. per lb. off
Nuts, hexagon, all sizes, 4¾c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 12½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2.75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c; B.B. caps, 50, 10, 2½ p.c.; Centre Fire Pistol Cartridges, 2[illegible], 2½ p.c, Centre Fire Sporting and Military Cartridges, 10, 1[illegible] p.c.; Primers 10 2½ p.c.; Brass Shot Shells, 45, 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f o b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 20 p c.; "Sovereign" Black Smokeless Powder, 25 and 15 p.c; "Regal" Shells Dense Smokeless Powder, 25 and 15 p.c.; "Imperial" Shells both Bulk and Dense Smokeless Powder, 25 and 15 p c.

EMPTY SHELLS

Empty Shells 20 p.c. 90 days net.

Wads. per lb.
Best thick brown or grey felt wads, in ½-lb. bags $0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 29
Best thick white card wads, in boxes of 500 each, 10 gauge............ 0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges .... 0 2[illegible]
Thin card wads, in boxes of 1,000 each, 10gauge.................... 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M
11 and smaller gauge 0 60
9 and 10 gauges.................. 0 70
7 and 8 " 0 90
5 and 6 " 1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 " 1 65
5 and 9 " 1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized ereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.; spring, 40c. upwards.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

RAZORS. per doz.
Elliot's 8 75 18 00
Boker's 7 50 11 00
" King Cutter 15 00
Wade & Butcher's............ 3 60 10 00
Lewis Bros.' "Klean Kutter' 8 50 10 50
Henckel's 7 50 20 00
Clauss automatic safety 27 00
Clauss perfect stropper 16 00
Berg's.............. .... 7 50 20 00
Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Clauss Dressmakers' Shears

Clauss Brand—Fully Warranted

This Shear is made after the pattern "TAILORS' SHEARS" and is just the thing long wanted by the dressmakers.
Manufactured by our Secret Process. Write for Discounts.

The Clauss Shear Co., - Toronto, Ont.

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c
Copper tea and coffee pots, 45 p c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 50 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head		0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 80
" No. 50, nickle-plated,	"	0 85
[illegible]	per gross	8 40
Common, plain		4 25
" plated		5 50
Asbestos, per set		1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $2 50; 3 in., $3.25; 4 in., $4 45; 5 in., $6 00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10 inch ordinary ..... per 100 ft. 3 00

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, 25 per cent
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast ..... per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism lobes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks		8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 00
7 inch	"	7 50

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 47

Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.75; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.50 — No 23, $7.65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 50 Galvanized 2 75

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal.—100 lb, Nos. 4 and 5, $3 95; 6, 7, 8 $3 40; 9 $2 9; 10, $3.45; 11, $3 50; 12, $3.05; 13, $3 15; 14, $4.00 F O B Pittsburg— Nos 4 and 5 $2.30; 6 7 and 8, $2 25; 9, $2.25; 10, $2.30; 11, $2 35; 12, $2 40; 13, $2.50; 14, $2 00; less than cars, 10 cents higher. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0 50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2 25	3 50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per, 100 sq ft.

WIRE FENCING.

Galvanized barb		2 85
Galvanized, plain twist		3 20
Galvanized barb, f.o.b. Cleveland, $2.65 for small lots and $2.55 for carlots.		

WIRE ROPE

Galvanized. 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized		2 75
Plain		2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

BROOMS.

Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case		0 60
" 4 " packages, per case		0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs,	"	14 00
1 "	"	12 00
2 "	"	10 00
3 "	"	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star and spring	0 90	1 10
Folding ironing boards	16 25	18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style	per doz.	8 10

WASHING MACHINES.

Round, re-acting	per doz.	60 00
Square	"	63 00
Eclipse and Snowflake	"	54 00
Dowswell	"	39 00
New Century and Bluebelle	"	75 00
Daisy	"	54 00
Stephenson	"	74 00
Spotless	"	69 00
Puritan Motor	"	156 00

WOODEN PAILS.

Cane's wire hoop 2-hoop		1 90
" " 3-hoop		2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.		35 00
Royal American, 11 in.		35 00
Eze, 10 in., per doz		36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball	per M	2 25
Small heel		4 50

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"		6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 09½
Pure Manilla		0 12
"British" Manilla		0 10
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ¼ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 08½
" double		0 09
Sisal bed cord, 48 feet	per doz.	0 65
" " 60 feet	"	0 80
" " 72 feet	"	0 95

Twine.

Bag, Russian twine, per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal		0 08½
500 " standard		0 08½
550 " " manilla		0 09½
600 " " "		0 11½
650 " " "		0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 13	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 40
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "			24 00
" 200 lb. and over			28 00

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Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
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Belting, Hose, etc.
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Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
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Boilers and Radiators
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Bolts
Brantford Screw Co., Brantford.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Burners
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
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Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co, Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co. Hamilton
Oneida Community Limited, Niagara Falls Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds
American Shearer Mfg. Co., Nashua, N.H

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Coal Chutes.
Manitoba Iron Works, Winnipeg, Man.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage
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Hamilton Cotton Co., Hamilton
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Corrugated Iron
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Cow Ties
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Thos. Davidson Mfg. Co., Montreal.
McClary's London, Ont.
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Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd, Montreal
Heinisch's, R. Sons Co., Newark, N.J
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McGlashan, Clarke Co., Ltd., Niagara Falls
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James. Mfg. Co., Toronto.

Embossed Steel Ceiling
The Galt Art Metal Co, Galt, Ont.

Enameled Ware
Davidson Thos. Mfg. Co., Montreal
Kemp Mfg. Co Toronto.
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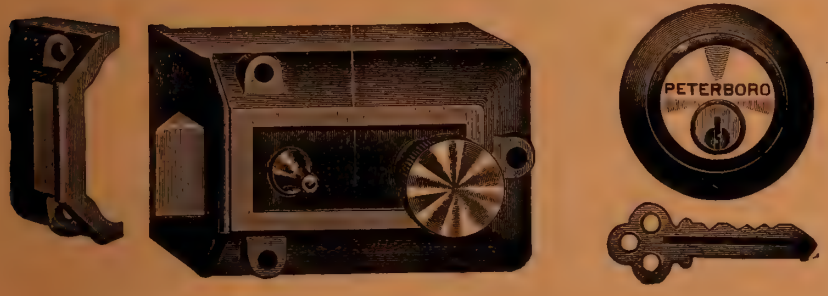

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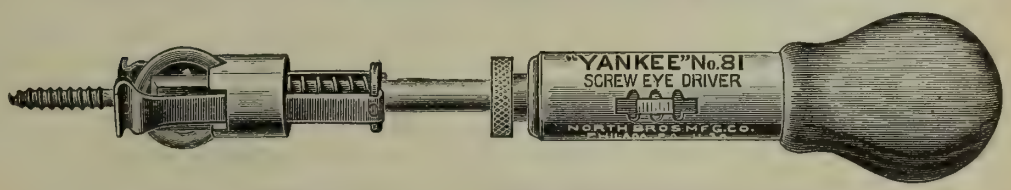

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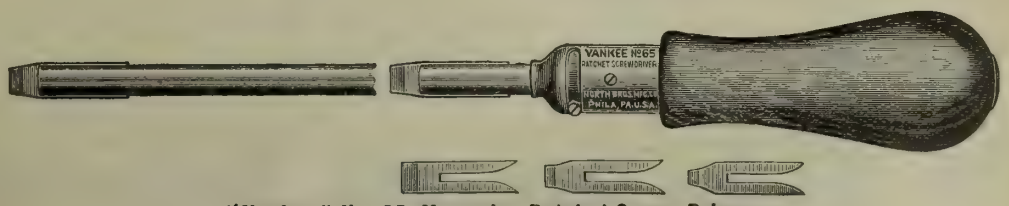

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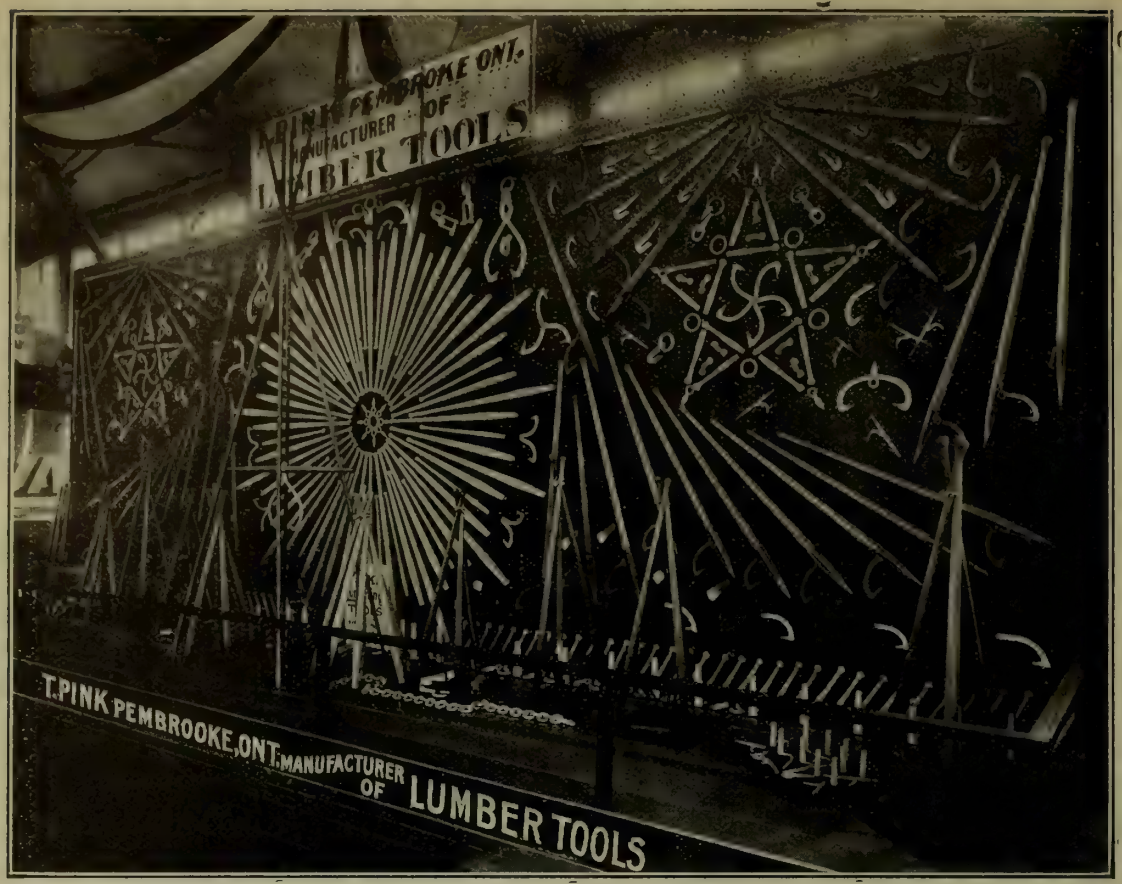

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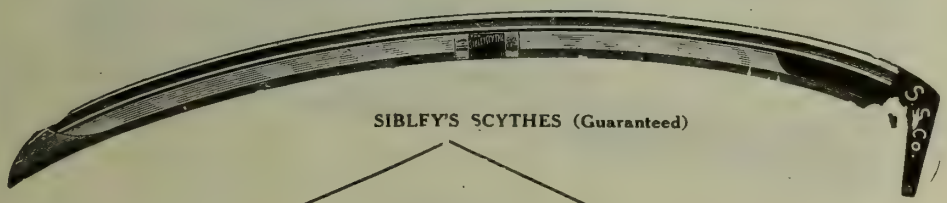

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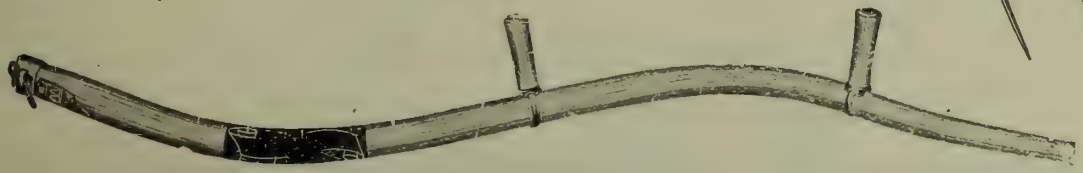

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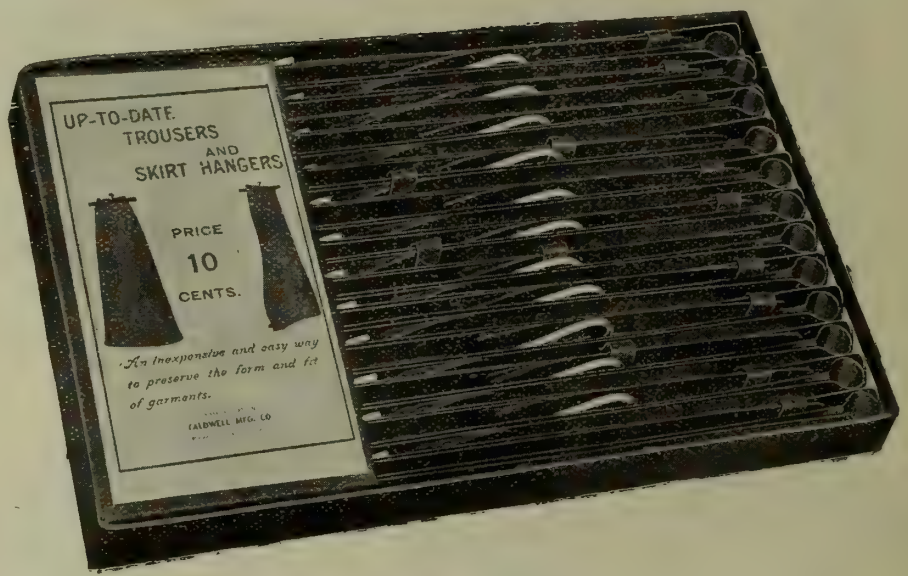

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Manila, Sisal Jute, Russian, Italian

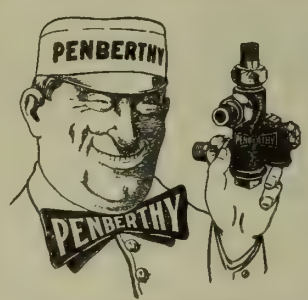
AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.
CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.
MacGOWAN & CO., Vancouver, B.C.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



"They Always Work"

The Kind That Sell

That's What You Want

It's the Real Genuine Penberthy Injector. The one that has been on the market for the last twenty-five years; the one that half a million engineers all over the world have used and recommended; the one that ***"Always Works."***

THAT'S THE ONE FOR YOU

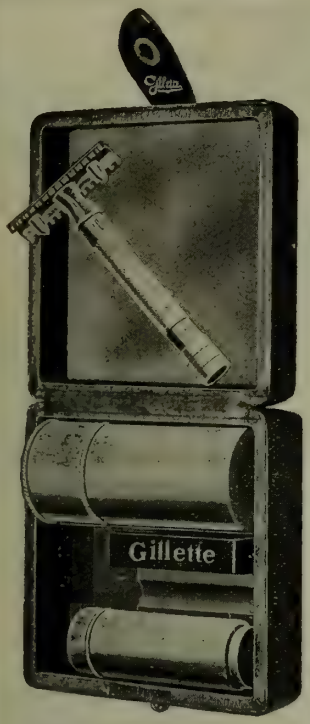
Don't Buy An Inferior Article Because It's Cheap

It Only Means Dissatisfied Customers

"GOOD GOODS" MEANS SUCCESS IN BUSINESS

Penberthy Injector Co., Limited, Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



No. 461 Gillette Set

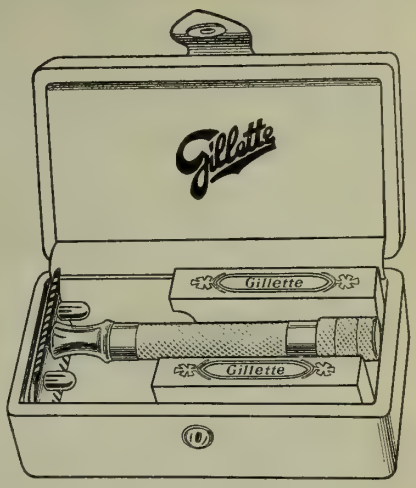
Nearly 3,000,000

Gillette Safety Razors are now used daily by the same number of satisfied men. Gillette Safety Razors are the best selling hardware specialty that has ever appeared. These razors have become as staple an article as hammers or two-foot rules in many hardware stores. The "New Process" blades made of improved steel and with improved temper and finish, require no honing and no stropping. 17,000,000 of these blades were sold during the first month they were on the market.

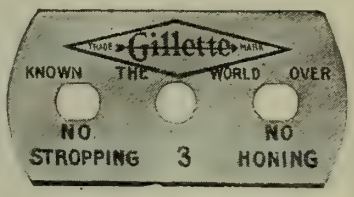
Are you handling Gillette Safety Razors?

Are you pushing their sale?

If not you should, for you are missing an opportunity to make money. They are easy to sell and liberal supplies of advertising matter are given away to promote sales.



No. 460 Standard Gillette Set



"New Process" Gillette Blade

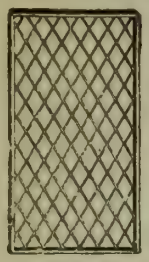
No. OO Gillette Set

Nickle Plated Box for "New Process" Blades

Note:—We have a large stock of Swiss Army Rifle cartridges now on hand.

Caverhill, Learmont & Co., Wholesale Distributors Montreal and Winnipeg

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

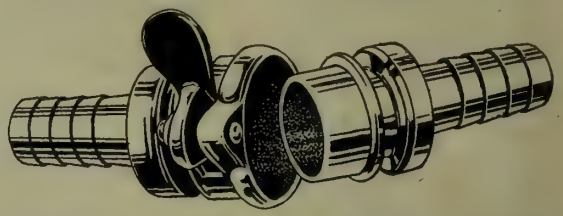
Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

We make jail cells and gratings of every description.

These Are Your Customers

for the Time Saver Hose Coupler : Cheese Factories, Breweries, Hotels, Gardeners, Livery Stables, and every other user of a hose. It is the only coupler on the market that makes an instantaneous and perfectly water-tight joint. Write for price list.



The Time Saving Coupler Co., Limited
166 Bay Street - - TORONTO, CANADA

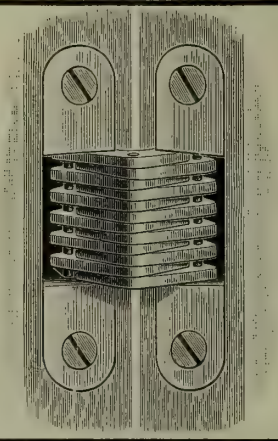
SOMETHING NEW

THE

Soss Invisible Hinge

When a door is shut you cannot see any part of a Soss Invisible Hinge. The Soss Hinge is built on an entirely different plan to the ordinary butt hinge, being superior to it for all purposes. On very fine work like book cases, ladies' desks, wardrobes, pianos, china cabinets, etc., the large manufacturers are using the Soss Invisible Hinge almost exclusively. Just as easy to apply as the ordinary butt hinge, too.

Write for Illustrated Booklet.



The Soss Invisible Hinge Co.
Limited
104 Bathurst St. - - Toronto, Can.

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

No Sandholes in

"DIAMOND" Brand FITTINGS

They please your customers every time because there is never any fault in them. They are absolutely perfect in material, threading and finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, - CANADA

JOSEPH RODGERS & SONS, Limited

SHEFFIELD, Eng.

AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK

IS ON EACH BLADE:

Sole Agents for Canada:

James Hutton & Company
Montreal

The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

Write for Particulars

CANADIAN GENERAL ELECTRIC COMPANY, Limited
Head Office, - TORONTO, ONT.
District Offices: MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, ROSSLAND

The Ideal Duster

IS A MECHANICALLY CORRECT MOP HEAD

HOW TO FREE HIGH HALLS OF DUST-WEBS

Scientifically constructed to close automatically with a firm—almost positive—grip, designed especially for dusting purposes, which, with a yard or two of ordinary cheese cloth

Solves the Polished-Floor Proposition

Supplied through the jobbing trade generally, through whom orders are solicited. For prompt shipments on the moment order through

WALTER WOODS & Co. } Hamilton
WOOD, VALLANCE & Co., }
and Montreal and Toronto Jobbers.

TARBOX BROS., Manfrs.
TORONTO, ONT.

British Depot, 2 Hope Chambers, Liverpool
Manfrs. of the Tarbox Self-wringing Mop, Tarbox Pillow-Sham Holders, Etc.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

LONG LIFE METALS

Copper Hardened

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Copper Hardened

BABBITT

Best Babbitt Value in the World.

LONG LIFE METALS

Copper Hardened

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure Grade High, Price Low. 25c. lb. *Write for Booklet*

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

LOW PRICES HIGH QUALITY NO DUTY

These are the three advantages which the Canadian hardware trade are offered by us. Why pay duty on imported abrasive goods? Our **Emery and Corundum Scythe Stones,** Razor Hones, Knife Sharpeners, Axe and Slip Stones, Grinding Wheels, etc., are the best made.

Catalogue Sent on Request

CANADIAN HART WHEELS, Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

STANDARD CHAIN COMPANY of CANADA, LIMITED

SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices — Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

GREENING'S STEEL WIRE CHAIN

If you are interested in Chains examine carefully the perfect mechanical construction of Greening's. It is the most perfect chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie-out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively. Correspondence solicited.

We send cuts with table of breaking strain, samples, etc., upon request.

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. — MONTREAL, QUE.

MEN WHO SELL THINGS

By Walter D. Moody.

This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average seller of goods. These practical and stimulating suggestions, written in vigorous and entertaining style, are based on twenty years' experience. It is specially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods, for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are—"How to Get Out of the Rut"; "How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the part of Your Men or in Yourself." 295 pages. Net, $1.00. By Mail, $1.10.

TECHNICAL BOOKS, 10 Front Street East, Toronto

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

H. S. HOWLAND, SONS & CO. LIMITED

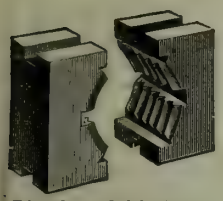
Only Wholesale

HARDWARE MERCHANTS

Wholesale Only

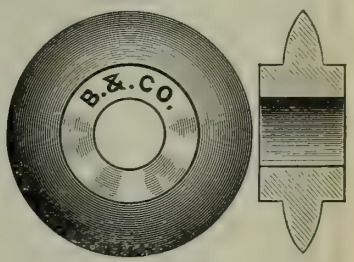
138-140 WEST FRONT STREET, TORONTO.

Stocks and Dies, Etc.

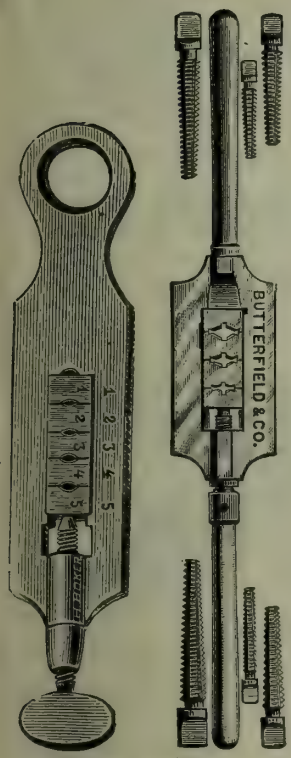


Blacksmith's Dies

Pipe Cutters—two and three rollers—one cutting wheel

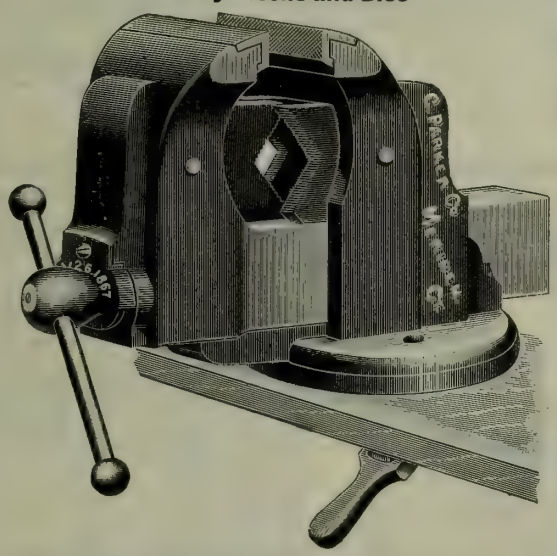


Pipe Cutting Wheel



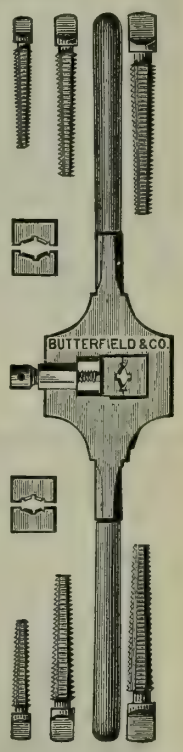
Stocks and Dies

Derby Stocks and Dies

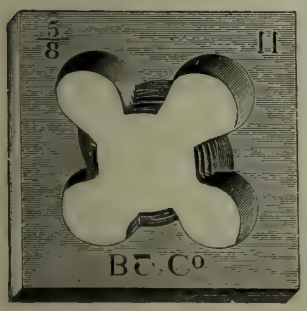


Parker's Combination Vice, width of jaws 4 in., holds pipe ¼ to 2 ins., weight 41 lbs.

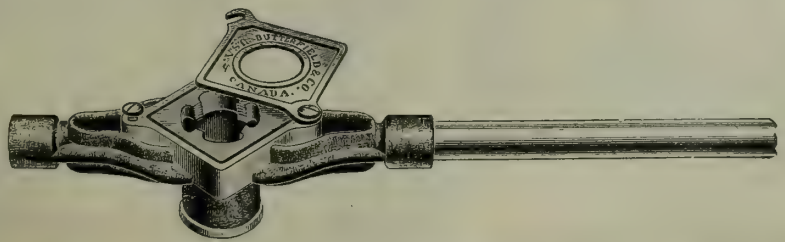
Adjustable Reamer Wrench



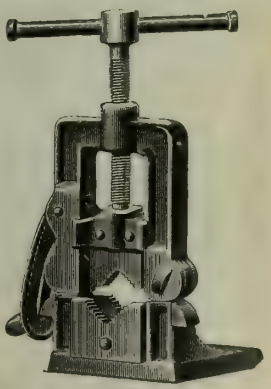
Stocks and Dies



Solid Pipe Die



Solid Die Plates—for threading steam, gas and water pipe



Hinged Pipe Vice

For Fuller Lines See Our Hardware Catalogue

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

We Ship Promptly

GRAHAM NAILS ARE THE BEST

Our Prices Are Right

Factory: Dufferin Street, Toronto

SEE THAT ALL **BUTT HINGES** YOU BUY

Bear the **CRESCENT BRAND** Made in Bright Steel or Electro Plated

Our Finishes of Electro Plated in Planished or Polished

Antique Copper
Plain Bronze
Dull Brass
Bower-Barff
Antique Brass
Gun Metal
Bright Brass
Etc.

Our BRIGHT STEEL BUTTS are THE ONLY PERFECT BUTTS made in Canada.

SEND TO US IF YOUR DEALER WILL NOT SUPPLY YOU.

ALL STYLES ALL SIZES

CANADA STEEL GOODS CO., LIMITED

HAMILTON, ONTARIO

Leave Your Money in the Country Wherein You Expect to Make Yours

A BUSINESS BOOSTER

Cut shows our new

Alcohol Gas Stove

It creates its own gas from any kind of alcohol preferably denatured alcohol as it is cheapest and produces a powerful heat. Anything can be cooked on this stove that can be cooked on an ordinary gas stove. Any of our chafing dishes can be used on this stove. Capacity 3 pints. Beautifully nickel plated.

BUFFALO MFG. CO. Buffalo, N.Y.

Canadian Representatives:

H. F. McIntosh & Co., 51 Yonge St., Toronto

Electric Dry Batteries

TRADE MARK

NINE LIVES

X CELLS are the only Dry Cells which show

Nine Lives

You'll make money in handling them. All standard sizes.

Electrical Specialties

Limited

TORONTO

ESTABLISHED A.D. 1840

These Baskets are Rapid Sellers

And it is quick selling lines you are looking for—doesn't do to tie your capital up in slow-going stuff if you can help it. These baskets are much better finished than the common run of wicker baskets as we are particularly careful in selecting the material and the inspection of workmanship. It will pay you to sit right down and

Write for Illustrated Price List

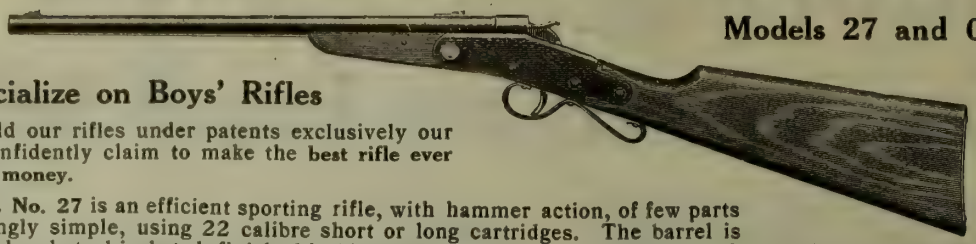
H. W. Nelson & Co., Ltd.
T O R O N T O

Makers of Really Good Things in Brooms, Baskets and Woodenware

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

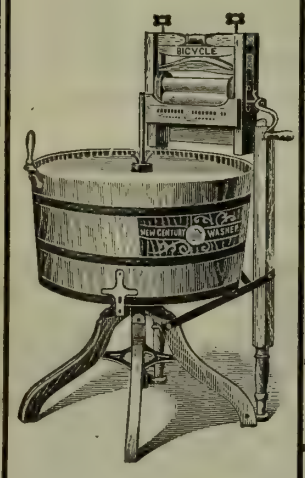
MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.



Not Cheap but Good

SIMPLY PERFECT

there has never been a time since Washing Machines have been on the market, that the

"NEW CENTURY" and "IDEAL"

were not the most satisfactory washers to sell.

They are worth many times the money paid for cheaper machines.

The Dowswell Mfg. Co., Limited

HAMILTON, ONTARIO

AGENTS:

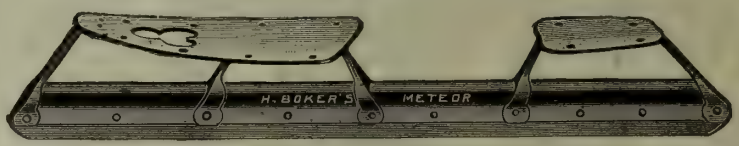
W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.

Harry F. Moulden, 290 Garry St., Winnipeg, Man.

PERFECTLY SIMPLE

Henry Boker's "Meteor"

LATEST AND BEST



EXPERT TUBULAR HOCKEY SKATE

The best and most scientifically constructed Hockey Skate made. Owing to the manner in which the tempered tool steel runner is set in the steel tube a thinner and lighter runner can be used than on any other skate, offering the least resistance and friction. The runner on this skate is made of the very best finely tempered tool steel and is but 1/8 inch thick. Double heel and triple sole supports.

VERY FAST, LIGHT AND STRONG

MADE IN BOTH NICKEL PLATE AND ALUMINUM FINISH.

B. TEST REG'D. **P.O. Box 366, Montreal, Can.**

LUMBERMEN'S BOOT CALKS

The Newest and Best in the Market

Handled by All Large Jobbers

MADE ONLY BY

Canada Screw Co., Limited

HAMILTON - CANADA

Manufacturers of **Wood Screws, Tacks, Wire** (all kinds), **Wire Nails, Rivets, Iron and Copper; Machine Screws; Stove, Sink, Sleigh Shoe and Tire Bolts; Bright Wire Goods.**

Dominion Wire Manufacturing Co.

Limited

Montreal

ESTABLISHED 1880 INCORPORATED 1883 DOMINION TRADE MARK

ESTABLISHED 1880 INCORPORATED 1883 DOMINION TRADE MARK

also

Iron and Steel Wire
Barb Wire
Galvanized Wire
Coiled Spring Fencing
Brass and Copper Wire
Strand Wire
Mattress Wire
Broom Wire
Staples
Jack Chain
Cotter Pins
Hat and Coat Hooks

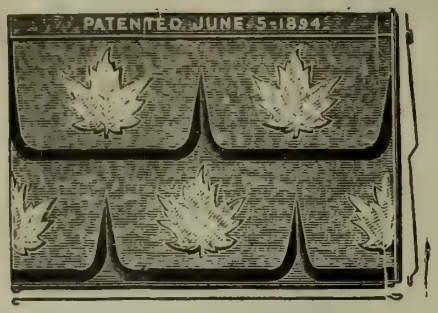
Begin the New Year right

Now is the time to make up your specifications for

Wood Screws
Bright Wire Goods
Wire Nails

Our stock is complete. Prompt shipments will be made.

"Safe Lock" Galvanized Steel Shingles



There are lots of barns to be re-roofed this fall, and the dealer who handles the right kind of roofing is going to get this business. Put yourself right with your customers by offering them the famous

"SAFE LOCK" SHINGLES

Every farmer knows about this lightning-proo weather-tight roofing. It is the oldest interlocking metal shingle on the market and is still the best. Get your prospects in line and then ask us for our assistance in closing the deals. Our traveling salesmen are at your disposal. "We work with the trade."

The Metal Shingle and Siding Company, Limited

HEAD OFFICE and WORKS: PRESTON, ONT. BRANCH OFFICE and WORKS: MONTREAL

GENERAL SALES AGENTS

St. John, N.B.	Quebec	Toronto
Emerson & Fisher, Ltd.	J. A. Bernard	G. P. Breckon
Winnipeg	**Calgary**	**Vancouver**
Clare & Brockest	Ellis & Grogan	Wm. N. O'Neil & Co.

TRADE MARK KEYSTONE BRAND REGISTERED

Klondike Jubilee Sterling

These three names have for years stood for ***high quality*** in ***Brooms.***

They are now put up with polished maple handles and are unequalled for value.

Manufactured by

STEVENS-HEPNER CO.
Limited

Port Elgin, Ontario, Canada

BAR IRON

"The secret of good iron is in the heating."

And our experts have the secret of proper heating. The best proof of this is the fact that London Bar Iron is so superior in quality. Every inch of every bar is strong and flawless through and through.

Better sit down now and write us for quotations.

LONDON ROLLING MILL CO., LIMITED.
LONDON — CANADA

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Davidson's "Premier" & "Colonial" Brands

—of—

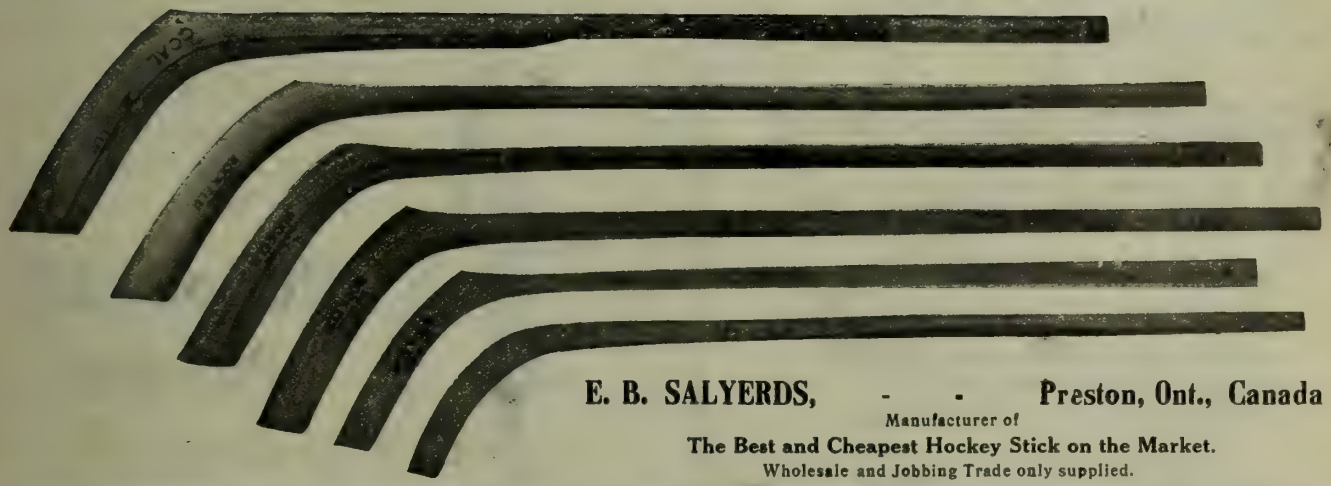
ENAMELLED WARE

If not already handling this line, now is the time to get interested and start the New Year well by putting in a bright new stock of Kitchen Utensils in these brands.

The colors are pleasing and the goods well coated with a smooth and glossy finish and will last for years.

We can make prompt shipment, and while no order is too large for us no order is also too small to receive equal attention.

The Thos. Davidson Mfg. Co., Ltd., Montreal & Winnipeg



E. B. SALYERDS, - - Preston, Ont., Canada

Manufacturer of

The Best and Cheapest Hockey Stick on the Market.

Wholesale and Jobbing Trade only supplied.

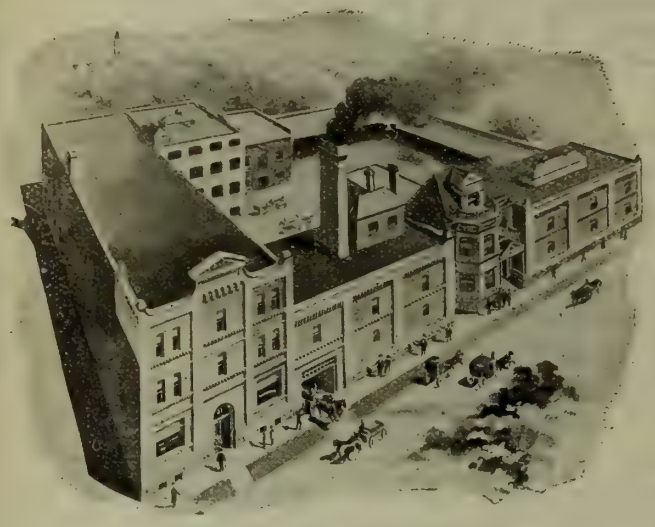
Here's a Good Live Opportunity

for the wideawake hardwareman who will keep an eye on local building trade. STRUCTURAL STEEL is the building material of to-day. The demand for it is continuous. You can help supply the demand with big profits to yourself and satisfaction to the builder by handling our line of STRUCTURAL STEEL. See your local builders and contractors. Our close prices and high-grade material will furnish you with a contract-closing argument. This is a proposition worth while. It's up to you! Do you want the business?

Ask us for information. Your opportunity is NOW.

Hamilton Bridge Works Co., Limited, Hamilton CANADA

Do Repeat Orders Pay?



LEADING HARDWARES

Have found **IT SO**

For all general Machine Bearings. It has no equal. You will find it the Best Seller you ever carried.

And it will bring Repeat Orders.

THE CANADA METAL CO., LIMITED, TORONTO, ONT.

Consider Carefully

But Not Too Long

If you intend to handle Metal Roofing in 1909 it's time you were started. Men who will build in the spring are buying their roofing and other materials now and will insist on having the "Galt Kind" if shown them.

The new "Galt" Shingle alone will give you control of the roofing business in your locality. Easily and quickly laid, it looks well and has indisputably the most weather-tight locks made. Send us a list of the prospects in your locality and we will send them our catalogues and refer them to you. Ask for particulars of our "1909 Agency Proposition." Only one man in your town can sell "Galt" goods. Will he be you?

The Galt Art Metal Co., Ltd.

GALT, ONT.

Western Agents—DUNN BROS., Winnipeg and Regina

If there is one thing we like more than the other it is to explain just why

McDougall Pumps

are Standard Pumps the world over.

It is simple when done, as quality, first, last, and all the time, with prices right is a combination hard to beat.

Our Catalogue Explains

The R. McDOUGALL CO.

Galt, Canada LIMITED

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have ooked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

CLIPPERS.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital St. - - - - - Birmingham

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed. Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

PHONE 159
P.O. BOX 257

SASKATOON,
Western Canada

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

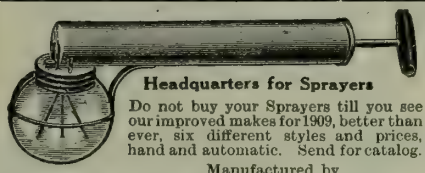
GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES



Headquarters for Sprayers

Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.

Manufactured by

THE COLLINS MFG. CO., TORONTO.

MAPLE EVAPORATORS

Maple Evaporators

A first-class evaporator that will make good — clear — the kind you like — maple syrup. The price is so low anyone can afford to buy.

Write us for Catalogue of Evaporators, Sap Buckets, Storage Tanks, Etc.

The Steel Trough & Mach. Co. Ltd.
Tweed, - Ontario

"PLIC" BOOKS

CARBON COPIES

of your letters and orders can be made easily and inexpensively by using "PLIC" BOOKS.

Write for information and sample.

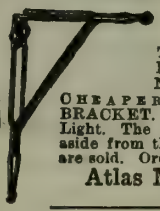
The CARTER-CRUME CO., Limited
445-447 King St. W., Toronto, Ont.

RIVETS & STEEL PRODUCTS

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

SKATING RINK SCRAPERS

SKATING RINK SCRAPERS

Will clean the ice off in half the time. Appreciated by rink managers everywhere.

JAMES & REID, Sole Mfrs.
Perth - - - Ont.

TOOLS.

AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. **Saves all forging 70 % Grinding; 90 % tool steel.** Write for Catalog.

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO, U. S. A.

VENTILATOR

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

CRESCENT WIRE AND IRON WORKS.
Kingston, - Ontario

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards. Fencing and Railings.

PARTRIDGE & SONS, Proprietors.

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS, U.S.A.
GENERAL AND SPECIAL WIRE HARDWARE.
Write us for prices
New York Office, - 107 Chambers St

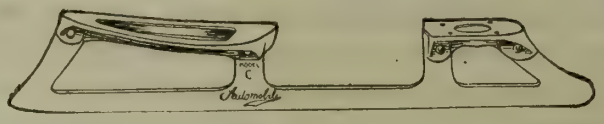
Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

THE NEW SKATE

Ounces lighter than any other—and stronger



IT'S just possible you have noticed that the skate you were selling largely last season was a very antiquated proposition; that it might be made lighter and just as strong.

The "Automobile" Skate fulfils this idea. It's as far ahead of the present day skate as an automobile is ahead of the old-time buggy.

Lighter by many ounces than any other made and stronger.

It has an aluminum alloy top the metals just mixed to a point where they combine to make a material as strong as steel and five times as light. The "Automobile" Skate has also a thin blade of nickel steel—the toughest, strongest tempered metal on the market.

The Argument

FIGURE it out this way: Every slide of a skate takes you forward something over four feet while the other skate is lifted and held above the ice. Suppose a person goes ten miles around a rink—which distance is easily covered by most anyone skating to music—he has covered 52,800 feet and lifted either one skate or the other 13,200 times. We say that the "Automobile" Skate is, at the lowest figure, six ounces lighter than any other made. Figuring that out, we find that he has actually lifted 4,888 pounds less than he would were he using any other skates.

Canada Cycle & Motor Co., Limited, Toronto

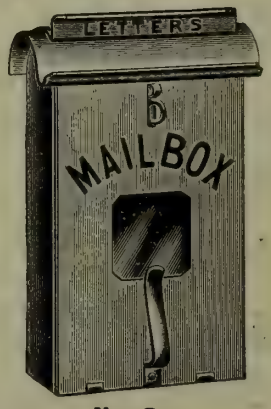
A FULL LINE OF

20TH CENTURY

MAIL BOXES

No. 1

No. 2



No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

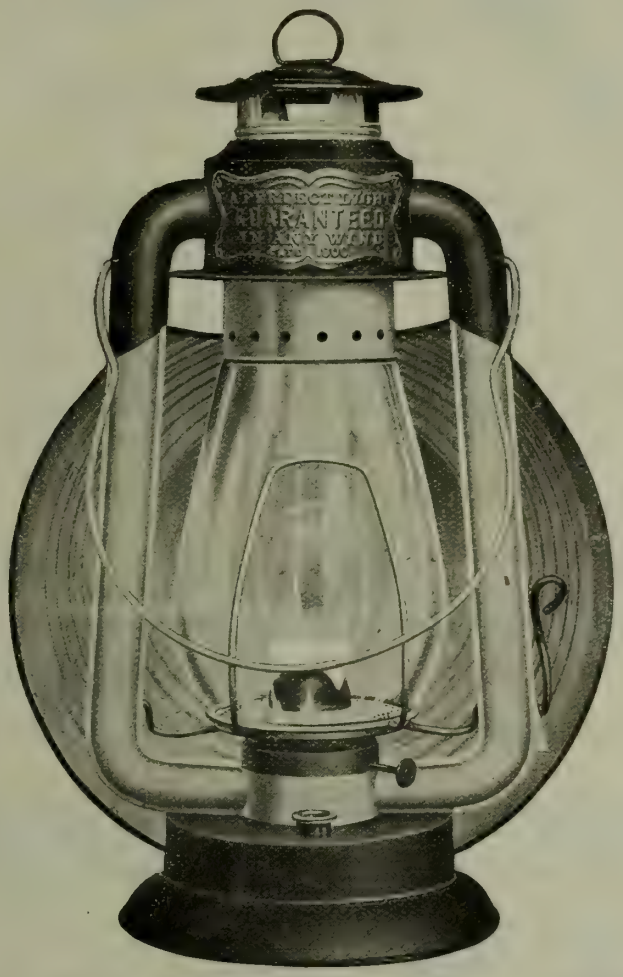
MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

KEMP'S

X Ray Tubular Searchlight Lantern



This lantern is fitted with new extinguishing device.

Finish—Red, Japan.

Fitted with No. 2 Burner, 1-inch Wick, No. 2 Globe.

Can be filled, lighted, regulated and extinguished without removing the globe.

Standard size for kerosene.

The simple lever or crank on the side tube raises the globe to ight and locks the globe down to the burner.

We guarantee this lantern to give as much light as any searchlight on the market, at sixty per cent. greater distance away.

SIDE LIFT

Packed in cases of half-dozen each. Price on application.

KEMP MANUFACTURING COMPANY

Cor. Gerrard and River Streets, Toronto, Canada

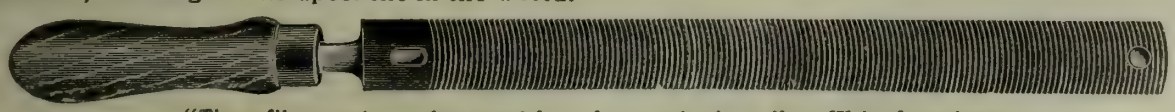
THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

REGISTERED TRADE MARK

The "Dreadnought" Patent Milling File

The British Government are using these files in all departments. This Grand Milling Tool is a marvel, and the reports we get every day from the largest consumers are more than satisfactory. Labor Saving. Rapid Cutting. Wearing qualities are phenomenal, insuring the cheapest file in the world.



"These files can be re-sharpened from four to six times." Write for prices.

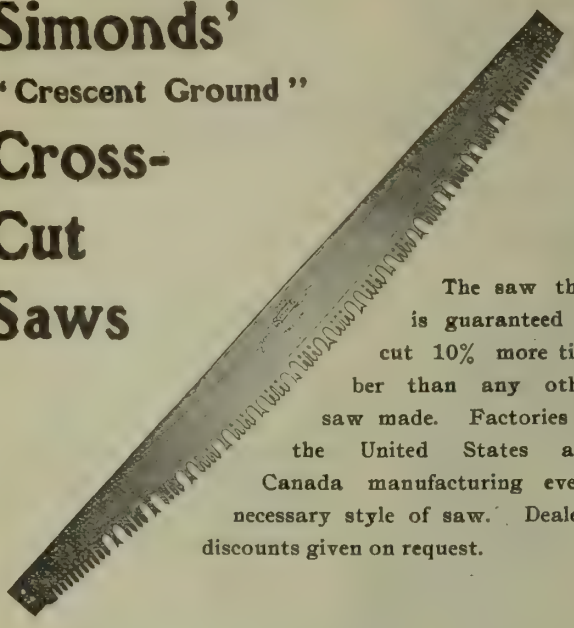
Manufactured by **J. H. HANSON TILLEY CO., Limited, 422-424 St. Paul St., MONTREAL**

The National File and Tool Co., Limited, The Bourse, Philadelphia, Pa.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Vancouver, B.C. **St. John, N.B.**

Bone Cutters

This is a favorite size. We make other sizes, from

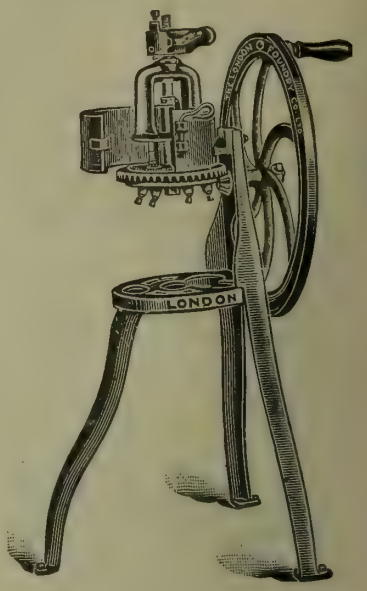
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Products That Sell In The Winter

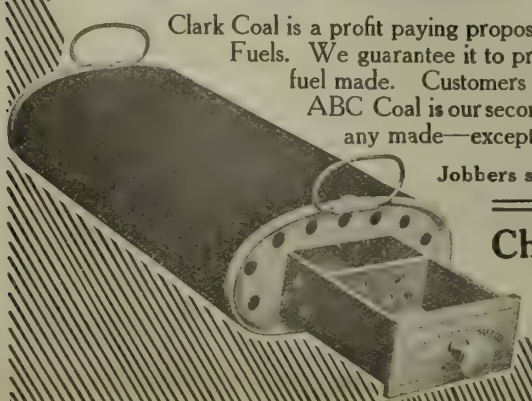
Get ready for winter, before winter gets ready for you. Right now is the time to prepare for the demand—before the demand arises. No use in waiting until you have to turn customers away. Get ready **NOW.**

The demand for Clark Heaters is beginning. In every carriage, wagon, sleigh and automobile is a place for a Clark Heater.

The public will naturally ask for "Clark's," because they are made from best materials, have no soldered joints, no screws to get loose. Every joint is solidly riveted.

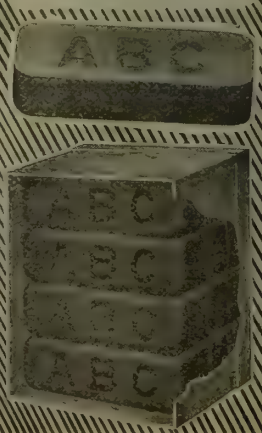
Liberal Advertising all the time makes Clark Products the Dealers' Line

Clark Heaters and Clark Coal



Clark Coal is a profit paying proposition. Unquestionably the King of Heater Fuels. We guarantee it to produce 25 per cent more heat than any other fuel made. Customers **buy** this coal—guarantee or no guarantee. ABC Coal is our second grade fuel. Guaranteed to be the equal of any made—excepting our Clark Coal. Prices are interesting.

Jobbers sell these—or write for 1908-1909 Catalog.



Chicago Flexible Shaft Co.

250 La Salle Ave., Chicago

SOO TOOLS ARE BEST

—

Peavies,
Cant Dogs,
Timber Carriers,
Pickaroons,
Hookaroons,
Etc.

GET OUR PRICES

HANDLES

We manufacture the best handles, from splits, straight-grained select Rock Maple. Thousands of dozen in stock ready for shipment, all sizes. Also Hickory and Elm Handles.

MADE BY

CANADIAN LOGGING TOOL CO., Limited

SAULT STE MARIE, - Ontario

LOOK OUT!

¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

¶ There's "just a little something" in it which makes the difference your customers will notice.

SPEAR & JACKSON, LTD., SHEFFIELD.

Up, Be Doing!

Some people say
January is a stand-pat month.
It is not so.
There's business every month,
For the business man
Master of conditions in his town.
Who cares not for conditions that exist elsewhere.

Same dealer gets the orders
Every day because he "gets in" right.
—No, not lucky!
Just a wee bit "foxy"
At knowing where to deal
And knowing how to take advantage
Of the sales help offered free
By some big people.

You see, there is a difference
In people, goods and service
When it comes right down to a good-sized test.
Big people with ideas
Experience and interest in you—
They're rare, but still shrewd sense and judgment
That is sound can find them.

Search for the big smoke stack,
Skilled artisans,
Exclusive plans in
Stoves, Furnaces and Enamelled Ware,
And You get off at London,
Made "Famous" by McClary's
—You know that name.

We are ready always
To transact business in the trio of lines named above.
We have the plant,
We have the men,
And others say our goods are known
From coast to coast for excellence.
It is meet that we know you
That you may know our virtues.
Start 1909 right.
Your order may only take
A box quite small
Or perhaps call for a car.
It matters not
We'll fix you up,
On the good old plan.
The point is **Order Now.**

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary

Crown Perfection Range

"Smart's Crown"

A new addition to our line which we guarantee to be the equal of any Range (and superior to many) in construction and baking qualities.

The Crown Range

is a sure seller, just the kind of Range for which there is a good demand and just the one you want to handle. A Range that sells at a Reasonable Price and which can be heartily recommended.

The JAMES SMART MFG. CO., Limited

Winnipeg, Manitoba **Brockville, Ontario**

Low Built—No Joist Cutting

One of the many strong selling points of the

Lackawanna Furnace

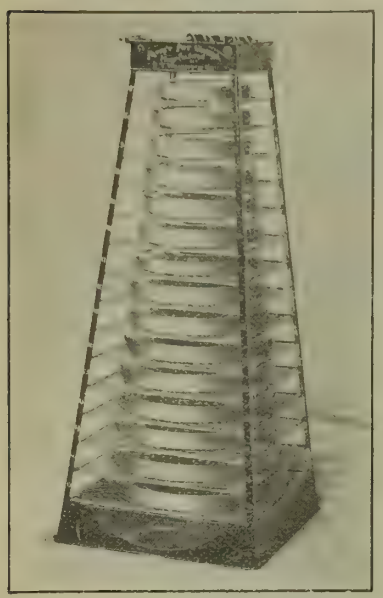
is the ease with which it can be set up in a low cellar. The horse-shoe shaped Lackawanna flue passes right around an inside air space which surrounds the dome over the fire pot. Thus in the Lackawanna there is an unusually large radiating area, and an unusual amount of surface exposed to the products of combustion. The Lackawanna is made in five sizes for hard and soft coal or wood and with any of these fuels will give highly satisfactory results at the minimum of expense.

Write for illustrated circular

Butterworth & Co., Limited - - Ottawa, Ont.

WRIGHT'S
Patent Pot Cover Stand

Contains 15 Dozen of Wright's Improved Pot Covers, assorted, 8 to 15 inches, with spring-in handles.



Frame made of heavy gauge iron, well japanned; heavy tinned wire shelves. Compartments at top and bottom to hold handles.

A NECESSITY TO EVERY DEALER, AND AN ORNAMENT TO ANY STORE

Manufactured by

E. T. WRIGHT & CO., Hamilton, Can.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

DRUMMOND, McCALL & CO., MONTREAL, QUE.

or to

CANADA IRON FURNACE CO. Limited

MIDLAND, ONT.

Factory Burned—Warehouses Escaped

The day before Christmas our large factory was destroyed by fire; but fortunately, our two large warehouses which are packed with finished goods, escaped unharmed. We are therefore able to fill customers' orders for all our lines,

Refrigerators, Screen Doors and Windows

promptly and satisfactorily. Like a Phœnix a new factory is rising from the ashes of the old and we are speedily equipping ourselves to fill all requirements in sorting orders. Send in your orders. We can take care of them.

SANDERSON-HAROLD CO., LIMITED

Screen Door and Window and Refrigerator Manufacturers

PARIS ***ONTARIO***

Hunters' Headquarters

That's the title your store will earn if you stock JOYCE'S ammunition. There's a LONG SEASON AHEAD. Make sure that you keep brands that will be asked for and BRANDS that are known to KILL always. WALTHAMS, IDEALS, NITROS and BALLISTITES. PLENTY OF GAME—Of course, but remember that it takes good AMMUNITION to bring in the GAME. YOU KNOW THE KIND unless you're living in a FOOL'S PARADISE. TO THE UP-TO-DATE DEALER THERE'S NO ARGUMENT. If your nearest jobber does not keep these lines write direct to

J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

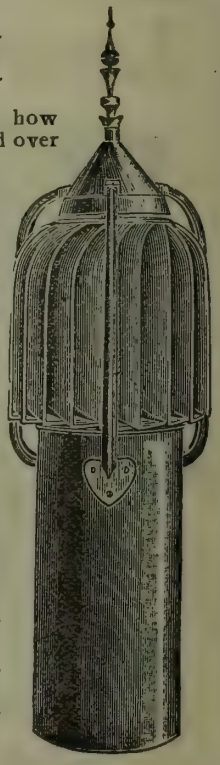
F. JOYCE & CO., LONDON, ENG. Makers of ammunition for nearly a hundred years.

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



Aeolian Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory.

Yours truly,
E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

THE J. W. HARRIS CO., LIMITED

General Contractors and Manufacturers

MONTREA

Hubbell Pull Wall Socket
No. 35028

Hubbell Pull Sockets

Have eclipsed all other Sockets of varying degrees of merit by their widely acknowledged simplicity, durability, and ease of operation.

They are recognized as a necessity for first-class residences, hotels, and offices.

Write to us for information and prices.

The **R. E. T. Pringle Company, Limited**
MONTREAL WINNIPEG

Hubbell Candelabra Pull Socket
No. 5455

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

ACME FLEXIBLE STEEL MATS

MATS SPECIALLY MADE TO FIT ELEVATORS and ENTRANCES.

Prominent features of ACME MATS:

Manufactured of best strip steel, which insures strength and durability. Galvanized finish, which insures non-rustability and attractiveness. Flexibility, which insures convenience. Mesh of special design, which insures self-cleaning and a sanitary condition.

PAT. NOV. 3, 1903.

Manufactured by the
ACME STEEL GOODS CO., Formerly Acme Flexible Clasp Co.
CHICAGO—2834-40 Archer Ave. NEW YORK—28 Elm Street.

36" AND 40" NETTING

PALMER HAMMOCKS

and

ACCESSORIES

CUT No 029.

Hammock { Supports, Awnings, Trapeze Bars, Mosquito Nets, Hooks, Ropes, etc.

Send for our 1909 Catalog showing 109 colored illustrations.

NEW YORK OFFICE 55 Worth St.

The I. E. Palmer Co.

MIDDLETOWN CONN.

Canadian Representative:
R. N. SCOTT, - - 200 McGILL ST., MONTREAL

7/4 AND 8/4 LENO

The Original, Largest and Best Equipped Hammock Plant in the Country

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at

TORONTO **ST. JOHN**
MONTREAL **WINNIPEG**
HALIFAX **VANCOUVER**

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

Three Wheeled Farmer's Wagon and Stock Scale

Capacity 2,000 lbs. Platform 24" x 36"

This scale is especially adapted for farmers to weigh their stock on. By placing a simple home-made platform across this scale, 3 ft. by 6 ft. or so, the farmer can weigh his horses, cattle or hogs on it, and in that way he can tell just what they are gaining in weight from week to week, and know if he is getting proper returns for his feed.

WRITE FOR PARTICULARS AND PRICES

THE AYLMER PUMP AND SCALE CO., Ltd.

AYLMER, - ONT.

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

It is Easy to Sell

The "DILLON" HINGE STAY FIELD FENCE

The only wire fence on the market embodying the hinge-stay principle. In the Dillon, the upright stay wires are hinged to the laterals. Thus, when any weight strikes the fence the wires do not bend or break as with ordinary wire fences, but merely "give" at the hinges. When the weight is removed the Dillon springs back to position absolutely uninjured. It's worth while handling a fence like the "Dillon."

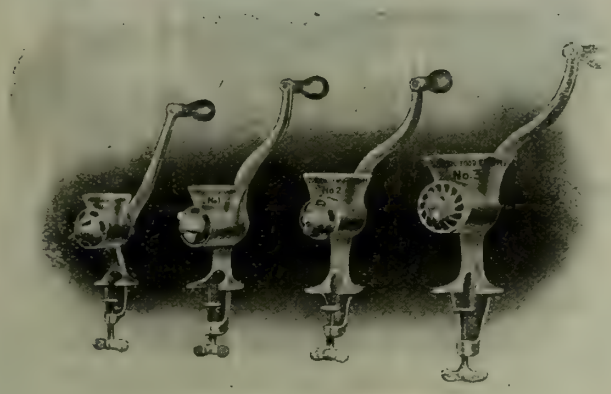
SEND FOR CATALOGUE

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { **Messrs. Caverhill, Learmont & Co., Montreal**
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Look at this Picture



It shows the Four Sizes of

"GENERAL" and "SHIRREFF" Steel Knife FOOD CHOPPERS

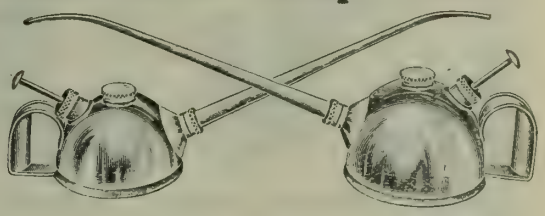
The steel knives on these Choppers are guaranteed self-sharpening, self-cleaning, absolutely non-rustable. Each size has five knives, enabling the housewife to cut as coarse or fine as desired.

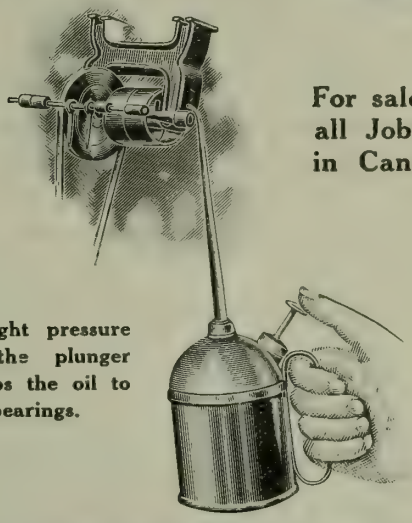
Prices and Discounts on request.

SHIRREFF MFG. CO., Limited

BROCKVILLE ONT.

Howland Pump Oilers





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A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois, U.S.A.

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of manufacturing

THIS BRAND

ON SAWS AND TOOLS
will continue to be recognized in the future as in the past
SIXTY-EIGHT YEARS
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HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

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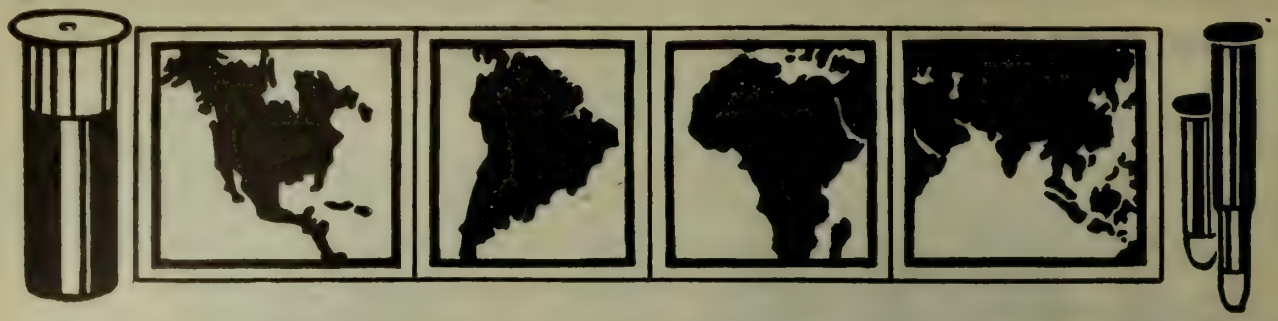


BEHIND EVERY SUCCESS IS A PURPOSE. Ours is to make the best ammunition in the world. Yours is to sell the best ammunition.

Our purpose reaches across the Atlantic to get the finest smokeless powders made. We will go to the ends of the earth to get the best metal, paper, ingredients, machinery and experts.

You have only to reach to us, to sell the best ammunition. Your success is worth a post card.

Cartridges of every size, for every make of arm. The four famous, perfect shells.

DOMINION CARTRIDGES (Sure Fire)

Regal Shells	Imperial Shells	Sovereign Shells	Crown Shells
(Ballistite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

ENGINEERS' SUPPLIES and STEAM SPECIALTIES

The installation of these lines should have first consideration from a "QUALITY" standpoint.

Our goods are recognized by the trade as those made for durability and utility, and at a price low in value consistent with the satisfaction they give the user.

The Jas. Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, Toronto

PLUMBING GOODS and SANITARY FIXTURES

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

ONTARIO CONVENTION PROGRAM.

Tuesday, Feb. 9—

10.30 a.m. Executive committee meeting.

2.30 p.m. Convention (business session).

8.00 p.m. Convention (question box).

Wednesday, Feb. 10—

9.00 a.m. Visit Greening Wire and Canada Screw factories.

1.30 p.m. Convention (business session).

8.00 p.m. Complimentary banquet.

Thursday, Feb. 11—

9.00 a.m. Visit Canadian Shovel, Canada Steel Goods and Canadian Drawn Steel factories.

1.30 p.m. Convention (open to travelers, etc.) Question box discussion.

8.00 p.m. Complimentary theatre party.

Friday, Feb. 12—

Hamilton manufacturers invite visiting retailers to visit the blast furnace and other hardware and kindred industries.

PREPARING FOR CONVENTION.

The executive committee of the Ontario Retail Hardware and Stove Dealers' Association met at Hamilton on Dec. 31 to make final arrangements for the big convention to be held at Hamilton on Tuesday, Wednesday and Thursday, Feb. 9, 10 and 11, next.

D. Cinnamon, Lindsay, was chairman in the absence of President Hambly. A. Ballantyne, Brantford; J. R. McMillan, Guelph; John Caslor and Weston Wrigley, Toronto, were present, letters and telegrams being received from the others who were unable to attend.

Arrangements for Convention.

It was decided that sessions of the convention be held at 2.30 and 8.00 p.m. Tuesday, and 1.30 on Wednesday and Thursday afternoons, the Tuesday evening and Thursday afternoon sessions being given over to addresses on trade subjects and question box discussions, travelers and others in the trade being invited to attend the Thursday session.

R. R. Williams, hardware editor of The Iron Age, New York, who expects to attend the convention, will be invited to address the members on the danger to the trade resulting from parcels post legislation as well as to lead the question box discussion. It has been suggested that the association send a deputation to Ottawa to interview Premier Laurier and his Cabinet, placing before him the desires of the retail hardware men on this question.

A prominent paint manufacturer will be asked to address the convention on the reasons why hardware merchants should sell mixed paint in preference to lead and oil.

A representative of a roofing manufacturer will also be asked to give a short talk on how roofing should be put on.

The representative of an oil tank firm has offered to give a short address on oil storage and lower insurance rates. His offer has been accepted.

An advertising writer's offer to outline a few suggestions regarding retail hardware advertising was also accepted.

"How to increase profits in the tinshop" may also be discussed by a man who knows the subject.

All of these addresses will be general talks of an educational nature and the men who speak will avoid pushing any special lines they may be connected with. Suggestions regarding additions to this list will be welcomed by the executive.

The question box discussion, as in previous years, will be one of the most interesting features of the convention. Two boxes will be provided, one for questions to be discussed at the meetings attended by members only and the other for questions to be taken up on Thursday afternoon when representatives of the wholesale and manufacturing houses will be present. Any merchant or traveler having a question worthy of discussion is urged to send it in to the secretary before the convention if possible.

Amongst the questions to be discussed the following have been suggested:

"How the merchants in a town can form a mutual plate glass insurance company," discussion to be led by W. G. Scott, Mt. Forest.

"What is the cost of doing business?" to be introduced by D. Cinnamon, Lindsay.

"Is it possible to do a cash business?" discussion to be introduced by A. Ballantyne, Brantford, and followed up by J. R. Hambly, Barrie; D. Brocklebank, Arthur; F. W. Jefferys, Midland, and others who have introduced the system or made a study of this problem.

"How Guelph merchants collect their accounts," led by J. R. McMillan, Guelph.

"The advantages of forming a limited stock company to conduct a hardware business," led by Frank Taylor, Carleton Place.

Entertainment Features.

On Wednesday night Wood Vallance & Co. will tender the members and guests of the association a complimentary dinner, and on Thursday night a theatre party will also be given.

The hardware manufacturers of Hamilton, who are associated with Wood Vallance & Co. in entertaining the visiting retailers, will have street cars on hand on Wednesday and Thursday mornings to convey the delegates to the plants to be officially visited. These are the B. Greening and Canada Screw Works on Wednesday, and the Canadian Shovel, Canada Steel Goods and Canadian Drawn Steel Works on Thursday morning. On Friday the members will visit such other plants as they may desire, there being about two dozen hardware and stove factories in Hamilton, at all of which visitors will be welcomed.

Amongst the souvenirs to be distributed will be a book of views of Hamilton, presented by the civic authorities.

Another interesting souvenir will be the official badge, made in the form of a metal lock, by the leading manufacturer of these goods in America. Every badge will bear the name of the person who wears it.

Exhibits Arranged For.

The Taylor Forbes Co., Guelph, will make a large display of their goods; the Lufkin Rule Company of Canada, Windsor; Carborundum Co., Niagara Falls, N.Y.; Simonds Canada Saw Co., Montreal; Hemming Mfg. Co. (Auto Strop Razors), Montreal; Canada Paint Co., Montreal; Standard Paint Company of Canada (Ruberoid Roofing), Montreal; S. F. Bowser & Co., Toronto; Moffat Stove Co., Weston; and Gurney Tilden Co., Hamilton, have all arranged for space for exhibits at the Waldorf Hotel, which is to be convention headquarters.

Altogether about 25 manufacturing concerns are expected to make displays, in addition to which the jobbers will be invited to send their travelers to meet their customers and introduce them to each other. The officers of the association have figured on an attendance of 150, but several travelers have predicted that fully 250 will attend.

Special Railway Rates.

The railway companies will offer special rates as follows: If 300 or over, single fare, or if 50 or over, fare and one-third. Visitors must purchase a one-way ticket to Hamilton and ask the agent for a standard certificate, which, when properly filled in and signed by the secretary of the association at Hamilton, will allow the holder a return ticket free or for one-third usual fare, according to the attendance.

In addition to the Waldorf, which will be convention headquarters, the Royal and Cecil are first class hotels, and there are also several other reasonably-priced hotels. Rates at the Waldorf vary from $2 to $3.50 (American plan) the higher-priced rooms being supplied with baths.

Other Executive Business.

Several complaints sent in by members relating to unfair selling by manufacturers and small jobbers were discussed and the secretary instructed to write the parties concerned. The complaints will probably be taken up for discussion at the annual convention.

Trade Outlook for the Coming Year

What Prominent Men in the Trade Have to Say in Reviewing the Results of 1908 and the Outlook for 1909.

What does business look like for 1909?

Will there be an improvement over 1908, and how are things shaping in general?

Has the financial scare passed and is industrial activity being restored?

What was the result of last year's operations and the experiences of manufacturers and jobbers in different lines?

How do they view the business situation as a whole?

"Brighter and more hopeful," is the general verdict of business men and manufacturers for the year in which Canadians are just entering. A careful inquiry into the situation reveals the gratifying fact that confidence is strong and faith in larger operations reasserting itself. In some lines of industrial activity the past year has witnessed a falling off, other branches have held their own, and in a number of concerns increased turnovers are reported, but, on the whole, the volume of business in the manufacturing world was not as great as in 1907, when expansion reached the high water point. The past year opened with some forebodings. There was hesitancy, a tendency to conservatism and repression, manufacturers and jobbers not being exactly sure of the ground on which they stood. There are to-day many evidences of returning prosperity, a spirit of optimism is abroad, a better feeling exists and the future is considered bright. There are tangible indications of activity. Producers are not afraid to enter into big purchasing contracts. They are buying raw material on a much more liberal scale than they were a year ago. The retrenchment in many lines has had a sane, steadying, sobering effect, conservatism has replaced recklessness, collections are more promptly met, and every manufacturer finds himself "better in hand," so to speak. In times of depression certain interests are affected more than others, and it is cheering to record that in some concerns the turnover is ahead of what it was for the preceding twelve months. The consensus of opinion is that, with a moderate degree of caution, the revivifying effect of a splendid crop in the West, the general activity in fall building operation, after a rather lifeless summer, the state of affairs is satisfying. Commercially, Canada, which has come through the recent financial stress less scathed than any other country, is marching more rapidly now than for some months past on the road to prosperity.

There are many noteworthy features particularly with respect to the fact that the temporary "bad spell," as some pessimists were pleased to term it, has left no trace of ill-effects that will not be banished soon if they have not already disappeared. Conditions will, perhaps, not reach their wonted position and strength for some time, but Canada's industrial convalescence is in no danger of suffering from a relapse. The views of a few representative men in various enterprises have been gathered by Hardware and Metal on the operations of the past year, as well as the outlook for 1909.

The Plumbing Outlook.

H. S. Harwood, of the James Robertson Co., said that although the prices for baths, closets and sinks, as well as lead and iron pipe were lower than the year previous, the company had, in spite of this, done more business in 1908 than in 1907. so far as tonnage was concerned. He added that buying was never done very largely in the plumbing trade on a falling market. It was only when prices started to advance that dealers got busy and placed heavy orders. The fall months had been satisfactory, but as to the future the plumber was not in a position to speak with as much accurracy as other lines of business could, for the reason that no matter how active the past season had been, the months of December, January and February were always quiet in the plumbing line. The outlook, so far as he could gauge it, was encouraging. He had received already some good inquiries as to future delivery.

Stove Trade Forecast.

Mr. Kennelly, manager of the Toronto branch of the McClary Manufacturing Co., remarked: As to the future we regard it hopefully and believe that 1909 will be better than 1908. Signs point in that direction, and we have every reason to take an encouraging view. It is of course difficult to forecast the future, but a better feeling is certainly prevailing. As to our business, while our turnover in 1908 was not as large as in 1907, still, on the whole, we did not do too bad. I may tell you that 1907 was a record year, when we reached the top notch mark. Our sales last year were ahead of what they were in 1906—that is, our decrease, arising out of the state of the money market was not as great as was our gain in 1907 over that of 1906. I consider that all things taken into account we have more than held our own. The weather during December being so mild was hard on the stove and range trade. It was too warm for people to think of heaters, and, as a consequence, many retail dealers have a larger stock on hand than they like to carry at this season. Regarding furnaces, we have been exceptionably busy, our trade showing a big increase in this department over that of a year ago. The activity in the fall building trade is, of course, responsible for much of this, but some increase is due to dealers pushing the trade more actively amongst the farmers."

Increase Over 1907.

Mr. Francis, of Benjamin Moore & Co., remarked: "The prospects are good. We are running our factory to its fullest capacity, and have been doing so for the past two months. Our financial year closed in November, and our turnover was ten per cent. ahead of the previous year, while our orders in December were one-third ahead of what they were a year ago. Stocks generally are light. Collections have of late been satisfactory, and I might add that we have made some heavy contracts for raw material. We are looking forward to an exceptionally busy season in the paint line, and do not think we will be disappointed."

Things on the Mend.

Peleg Howland, of H. S. Howland, Sons & Co., wholesale hardware, was inclined to take a hopeful view of conditions for the coming year in view of the big harvest in the West. The farmers certainly appeared to have lots of money. Business in the wholesale hardware line, while not as large in 1908 as in the previous year, had come out better than expected. Mr. Howland was of the opinion that as stocks were light there was no reason why everything during 1909 should not be on a firm and more satisfactory basis. Collections were improving, and a more optimistic tone prevailed. The recent depression had not been nearly as protracted or serious as the stagnation of 1895 and 1896, the recovery being more rapid. Normal conditions would, of course, be not reached for some time, but things were on the mend. There was no occasion for pessimism so far as he could see.

The Business in Glass.

F. S. Hobbs, of the Consolidated Plate Glass Company, said: "The past year has been a peculiar one in some respects in our business. I never saw the glass business so dull as it was in July and August last. That gave the trade a setback, but it recovered largely during the fall months, and, on the whole, we find, after taking stock, that our turnover in plate glass is about the same as last year, while our output of window glass has been in advance. This has been brought about by the revival of the building operations. If it had not been for those particularly dull months in the summer the increase would have been much larger. On the whole, the prospects for the coming year are good, but,

of course, we can not tell definitely in our business which is contingent on the building trade. If that line is busy business in our line corresponds. The glass and building businesses are very closely related, the former being dependent to a large degree upon the other. Business in the mirror line is dull at present, and has been most of the year, although our factory was working full time during the past few weeks. As to the future of the glass market, stocks generally are light, and, as an evidence of confidence in improving conditions generally, I might say that we are buying largely in certain lines, not as a measure of protection, but of confidence that there is much encouragement ahead."

Optimism Again Prevails.

Mr. Ross, manager of the Pease Foundry Company, when asked what the results of the past year had been and the outlook for the coming year, said that the prospects were encouraging. The company has had some falling off in business in Western Canada, but in Ontario and the older portion of the Dominion the volume would slightly exceed that of the year previous. The depression in the building trade naturally effected the heating business during several months, but with the revival, which set in the fall and renewed operations in building, the outcome was encouraging. Conditions were rapidly assuming their former activity, and, best of all, a feeling of confidence now prevails. "I think," added Mr. Ross, "that the recent stagnation and the disciplining carried out by the banks is one of the finest things that has happened to this country. There was no doubt that as business concerns and as individuals we were living too extravagantly and putting on too much style. The experience has been sobering and steadying in its effect, and has led to the practice of much needed economies in the commercial world. Best of all now is the feeling of optimism that exists regarding the future and the tendency to the former order of things is strong. The crop in the West has gone a long way to set conditions aright. The stringency off there has brought about a decided improvement in business methods. One fact as to the future I may mention is that about 400,000 acres will be put under crop in Manitoba alone during 1909, and, taking in the other Western Provinces, fully a million more acres will be cultivated and sown than in 1908. The outlook is hopeful, from the standpoint of our business."

The Light Shines Bright.

Mr. Spencer, of the Rochester Lamp Company, said: "The outcome is encouraging after the recent slump. The depression did not make as great an inroad on our trade during the past year as we thought it would, and, after sizing up orders, we find that our sales, which are mostly in Western and Northern Ontario, have increased twenty per cent. over those of 1907. The recent stringency will have a steadying effect on buying and tend to make us all the more conservative. I think by the end of the present summer conditions in all lines will have become normal. On the whole, the prospects are bright and an optimistic spirit prevails. During the period from April to the latter part of September, in our collections, we had from twenty-five to fifty per cent. of our accounts returned uncollected, but during the past few months we have had all our bills met with the exeeption of about five per cent. This indicates pretty well how matters have improved. I might add that recently we have been selling at two per cent. off for ten days and net at thirty days, and it is surprising the number of our customers who have been taking advantage of the two per cent. concession. The bank has been remarking upon the fact, showing that there is evidently considerable ready money in the country. I look for a healthy, vigorous and most satisfactory trade during 1909."

Steady Tendency in Metals.

Geo. T. Peppal, of Samuel, Benjamin & Co., said: "The price of all metals has been pretty steady during the past year, particularly in tin. This I regard as a hopeful sign for the future. Prospects are certainly bright, and although the turnover in 1908 was not, speaking generally, as large as in the two previous years, all the metal men have done a fair average trade so far as I can learn. The reason that the volume of business was not as large last year as in 1906 and 1907 was that buyers bought heavily during that period and were kept busy during 1908 getting rid of accumulated stock and the foundries and machine shops, which consume lead, copper, spelter, iron and other metals, did not have occasion or opportunity to use as great quantities as formerly. This particular season is invariably a quiet one in ingot metals, but the tendency of the times is progressive and the tone hopeful. Stocks are now low and buying will be conservative. The situation is hopeful and confidence in good spring business is general."

Furnace Business Active.

W. H. Carrick, general manager of the Gurney Foundry Co., told of how they were just finishing stocktaking. The past two months, owing to the mild and unseasonable weather, had been a trying one on the stove trade, but the cold snap, now on hand, if protracted, would, he thought, still result in a good winter trade for base burners and ranges. The furnace business had been good—ahead of last year—and this was decidedly encouraging. In the stove line there had, owing to the doubtful financial outlook in the summer and the summerlike weather of the fall, been a falling off. In nearly all large enterprises where iron and steel were used, Mr. Carrick added, that so far as he had learned, the total decline had been about twenty per cent., and this was not so large after all when everything was considered. Regarding the future, there was cause for an optimistic feeling. With caution and the exercise of good judgment, there was no cloud on the horizon to obscure the steady return to former conditions.

The Stringency Has Passed.

John McConnell, president of Canada Glass, Mantels & Tiles, Limited, said: "We have more orders on our books than we had a year ago this month, and we are busy, not having laid off a hand. We have done an excellent trade during 1908 in mantels, grates and tiles. It will run ahead of the previous year, and even in plate glass we have no reason to complain. We are not afraid to buy goods so confident is our attitude for 1909. I believe that the New York stock market panic and the sudden action of the banks were largely responsible for the recent scarce, and that in many quarters it was more imaginary than real. It is speedily passing and the outlook affords every reason for confidence and increasing activity."

Business Normal Again.

"The first six months of 1908 were none too satisfactory," replied S. R. Kennedy, president of the Kennedy Hardware Co., Toronto, "but the last six months showed up splendidly. November and December particularly were better than any in the preceding fifteen months. Altogether, 1908 was ahead of expectations."

"What about the coming year?"

"I think prospects are very bright. Collections have been good for some time and the retailers who have visited us since the holidays say that 1908 was as good a year as any they had experienced. These men were chiefly from the farming districts, and they seem to know nothing about the recent depression other than what they have heard. Business is about normal again, and I see no reason why 1909 should not be as good as any in recent years."

Lumbering Trade Dull.

C. Shirly, of Shirly & Dietrich, saw manufacturers, Galt, in reply to a query regarding the business situation, said that although last year had been an unsatisfactory one for lumbermen, his company had been able to maintain almost their complete working force by reducing the hours of work. As he points out, industry must quicken shortly and good saw makers must be retained when once secured. Mr. Shirly said the decrease in building had hit the lumbermen and yards were full. Stocks, however, would run low this season, and the demand for saws is already showing a good increase. The lumber and saw industries are feeling the effect of the increase in the use of cement and metal in buildings, but a large export business is being done and the increasing number of saw factories in Canada indicates that the lumber industry has a long lease of life ahead in the future of Canada.

Turn for the Better.

H. K. S. Hemming, of the Hemming Manufacturing Co., Montreal, said: "Much of our business is done with jewelers, not merely in Canada, but throughout the West Indies and South

America. As our goods are luxuries, we shall probably be the last to feel the improvement in business. Still, we can truthfully say that during the last six weeks, there has been a decided turn for the better, not merely in orders, but in collections. So far as the hardware trade is concerned, the Auto-Strop Safety Razor is the only line in which we are interested, and in it, owing possibly to the advertising campaign that we have lately started upon, the demand has improved to such an extent that we have been altogether unable to cope with our orders. In our opinion, Canada would not have suffered from the financial stringency had it not been for the short-sighted policy of the Canadian banks, who took fright from the panic on Wall Street and checked the wheels of commerce from one end of Canada to the other. If they had taken an encouraging stand with our largest manufacturers and wholesalers, Canadian trade would have been normal in 1908. We believe that 1909 will be far ahead of the twelve months just passed."

1909 Will See Revival.

J. G. Lewis, of Lewis Bros., Montreal, states: "November 30 was the end of our business year and everything considered we are pleased to say that the year has been a very satisfactory one. While we have not done as much business as we did in 1907, still the business is of a more satisfactory nature—all the orders that we received this year were for goods that customers actually wanted—there was no speculation, and people erred on the short side, and our opinion is that the stocks on hand to-day are lighter than they have been in this country for many a year, as a consequence we predict that 1909 will see a revival in trade as great, or even greater, than 1907. We base our opinion particularly on the amount of goods we have already sold, for at this time last year we had not taken one-tenth the number of orders that we have on file to-day for shipment in the spring, and orders we receive daily are larger and the way customers write shows that the old confidence has returned and instead of the quarter dozen lots that were on order last spring, customers are buying full packages. We are making preparation for a good year, and our advice to the retail trade is to place orders early, only buy what you require and we are confident that you will see much higher prices."

Trade Will Steadily Improve.

G. C. Davis, of Frothingham & Workman, Montreal, said that all indications pointed to an early spring trade. Reports from different parts of the country showed that stocks were light, and there was, therefore, every reason to believe that trade would be brisk and most encouraging. "I do not think that business will go ahead with a rush at first, but it will steadily improv as time goes on. I look with all confidence on the future, and believe that the year will be a good normal one if not a record."

No Immediate Boom.

J. R. Kinghorn, of the Montreal Rolling Mills, was satisfied that prospects were undoubtedly bright for the year. "I do not think that there will be any great immediate boom, but as a rolling stone gathers impetus, so trade will increase until every industry will be working at full pressure. I look for a steady improvement with the stability that would not be given if trade were to give a sudden jump. Considering everything, we have had a good fall season, better than we anticipated, and we look forward to a most successful year. If there had been no attempt in the States to unduly boost things around the Presidential election, I believe trade there would now be showing much greater strength."

Paint Manufacturer Optimistic.

"The cry of 'halt,'" said W. H. Evans, of the Canada Paint Company, Montreal, on being interviewed on the situation, "which started about October, 1907, lead to the word 'caution' being strongly in evidence in all mercantile communities throughout Canada. The money stringency which ensued was kept up to a more or less extent for fully six months. The warnings from the banks and others had the effect of making manufacturers, jobbers, and retailers 'go easy' for a long period, and the sign, metaphorically speaking, was hung up bearing the words 'Buy Light.' This injunction seems to have been faithfully followed throughout the year of 1908, and it has had the effect of so reducing stocks that it is thought 1909, while not experiencing any great rush, will be a remarkably good year. Staples of all kinds have kept fairly steady—the pendulum as regards prices has only swung within a narrow radius. The two corroding factories of white lead in Canada have enabled the grinders to keep in ample supply and the importations of dry white lead have consequently been light. Linseed oil has seen but slight fluctuations compared with past years, and the oil crushing plants in Montreal, Winnipeg and Ontario have kept the market in ample supply with a good class of clear, bright, linseed oil of desirable uniformity. Turpentine seems to have been removed from the arena of speculation having kept at a moderate price with remarkable steadiness all the year, the call, in consequence, for substitutes has been lessened. This, of course, has been disastrous to companies which were formed for distilling turpentine from stumps, pine knots, etc. It is a great source of gratification that the depression. which is now happily past, has not been marked by any great failures of moment. The shortening of sail seems to have been done with remarkable carefulness, and the year stands out in striking contrast compared with cycles of depression which have been met with in other years, and speaks highly for the elasticity and general solvency of the Dominion. Manufacturers generally are optimistic regarding the prospects for this year, and while it is understood that they will 'step out' carefully, they expect to have their business well in hand in order quickly to be able to take advantage of a revival which is certainly anticipated. The country is full of latent wealth which only needs the magic touch of commerce to make it flow into general circulation."

Advertising Increased Trade.

A. A. Bittues, managing director of Gillette Safety Razor Company, of Canada, Montreal, was quite aware that trade has been bad in a great number of lines for a portion of the past season. "We firmly believe, however, from the reports of our travelers who are covering the territory from coast to coast, that trade in 1909 will be much more healthy. From our own standpoint, judging from sales, we can make no complaint. Our business has exceeded last year by some 9 per cent. This, however, is, to our mind, no barometer, being a specialty line. Money is being moved throughout Canada, and its movement will directly assist every branch of business. That we may meet with the coming year, we have almost doubled our machinery complement and sincerely feel that our investment will be fully returned to us by the demand of the dealer and the public. It would be well for every dealer to exhibit a spirit of caution in purchasing, however, that there may be no repetition of past business troubles from over-stocking. We take this opportunity of thanking Hardware and Metal for most ably placing before the trade our ads. Our statement above, as to our own trade, is largely based on the feeling that every dealer has for a trade paper of your calibre."

1909 Will Be Best Year.

C. C. Ballantyne, managing director of the Sherwin-Williams Co., Montreal, feels not only very hopeful, but enthusiastic about the business outlook for next year. "The way that Canada withstood the past year's financial and business depression is another striking evidence of this country's solidity and sound financial and business condition. The crop throughout the country this year has on the average been very good, and with money easy, confidence stronger than ever, and stocks light, I firmly believe that 1909 will be the best year that Canada has ever had. Evidence of this has already shown itself by the way that the manufacturr, wholesaler and dealer are purchasing their requirements for the coming year. Nothing short of a great calamity, which I trust will never overtake this country, can prevent her continued rapid development and progress."

Confidence is General.

Charles E. Wood, of the Dominion Cartridge Company, Montreal, believes that we are about to enter upon a period of prosperity which will be unparalleled in Canadian history. "There is now," said Mr. Wood, "a confidence in Canadian goods that did not exist some time ago. This country has gone through the same experience that beset the United States in the past, when imported goods

were considered superior to home-made ones, and the latter were often stamped 'Imported,' so as to overcome prejudice. But here, as in the States, all this had been done away with now, and Canadian goods are considered, and rightly so, as equal to any in the world's markets. The prospects in our line of business are very good indeed. The Canadian field, although growing, is somewhat restricted, but our business extends all over the world, and is developing most satisfactorily."

A Tilley, vice-president of the J. H. Hanson, Tilley Co., Montreal, said: "In our opinion the outlook for the year is very bright, and we look forward to a good business in all lines. Reports from every manufacturer indicate that they are preparing for a good demand. Stocks are low, and trade is bound to follow."

Preparing for Good Demand.

Alex. McArthur & Co., Montreal, state: "If the prospect for business next year may be judged by the volume of business during the past year we cannot but regard the outlook as most hopeful and satisfactory. There is every evidence of considerable activity in the building trade all over the country."

A. E. Gilverson, one of the principals in the old firm of Rice Lewis & Son, Toronto, said that while a disastrous fire had interrupted his firm's business somewhat they had experienced a very satisfactory year and the outlook for 1909 was very bright. Mr. Gilverson stated that he had been connected with a large contracting business for several years and his experience was that the 1908 building trade, while not as great in volume as the previous year, had been equally satisfactory. The contracting firm in question, he said, had erected 160 houses in Toronto in 1907, averaging in price at about $2,500, while 80 averaging about $3,000 had been built by them in 1908. He looked for a large increase in the building trade in 1909 and felt that manufacturing would also be on a much larger scale.

HARDWAREMEN IN MUNICIPAL ELECTIONS.

Several Ontario cities and towns will have hardwaremen as chief magistrates for 1909, among these being London, where S. Stevely was re-elected Mayor Chatham, where W. H. Westman was chosen; Belleville, where L. W. Marsh, foundryman, won out; Hespeler, where George D. Forbes, vice-president of the Taylor-Forbes Company, Guelph, was elected; and Stayner, where J. E. Doner headed the poll. At Guelph, George Penfold tried for the mayorality unsuccessfully and at Durham William Black escaped election by 24 votes.

Mount Forest re-elected W. G. Scott as Water Commissioner; Kincardine chose P. Shields as Water Commissioner; Gananoque for the fourth time elected C. E. Britton, of Cowan & Britton, as reeve; Toronto selected Albert Welch as an alderman, while F. G. McBrien failed of election by 12 votes; London re-elected Robert Parsons and defeated Ald. Armstrong and Scarlett;

G. W. ARMSTRONG, LONDON.

A Brass Manufacturer, Who Failed to Secure Election as Alderman for 1909.

Hamilton re-elected A. J. Wright and Hugh C. Sweeney; Brantford defeated W. R. Turnbull for alderman and elected M. Cutliff as school trustee; Arthur honored D. Brocklebank; Colborne, H. J. Morden; and Midland, Chas. E. Hartman with seats in the town council.

L. W. MARSH, BELLEVILLE,

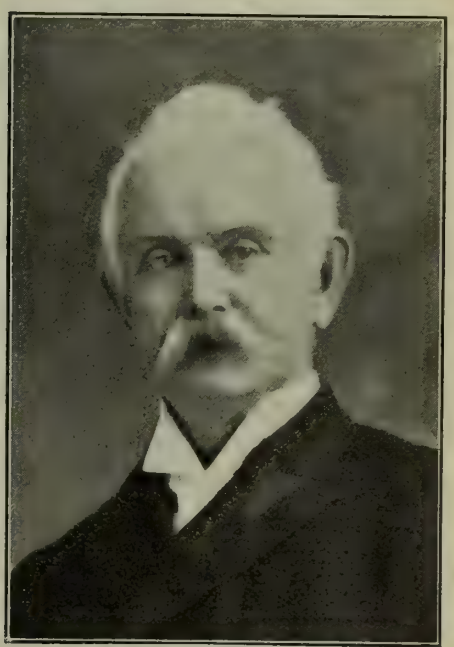
A Foundryman Who is Mayor of His City and Major of His Battalion.

As the daily newspapers have not given thorough reports of the elections it has not been found possible to compile a complete list of the hardwaremen who are serving their fellow citizens in the various municipalities and Hardware and Metal asks its readers to forward the names of any who have been overlooked.

Hardwaremen owe it to themselves to take an interest in public affairs and they will find that the expenditure of a limited amount of their time in this direction will broaden their vision and make them better merchants as well as better citizens.

DEARER BROOMS AND WHISKS.

There has been a sharp advance in the price of broom corn, according to advices received from Chicago. The quotation has gone up during the last few days from $80 and $90 per ton to



C. E. BRITTON, GANANOQUE,

Who Has Been Elected Reeve for the Fourth Year by Acclamation.

$140. The reason given is that the crop has not turned out as well as expected. During the early part of the season the harvest of broom corn in Illinois and all the intervening Southwestern States as far as Nebraska looked to be heavy. The returns are, however, disappointing, and it is now discovered that there is a considerable shortage to what was expected and it is said that speculators have taken advantage of this and raised the price. The figure in Toronto has gone up seventy-five cents a dozen in view of the sharp advance in broom corn and local dealers have withdrawn all quotations for the present. This means that the housewife who, until the present, obtained a good broom for twenty-five cents and an exceptionally serviceable one for forty cents will have to pay at least thirty-five cents for an ordinary broom and forty-five or fifty for one of the better sort. It is intimated that the price may go even higher.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Bolts—Higher prices.
Paris Green—New list.

Toronto.

Bolts and Nuts—Prices re-arranged.
Stove Bolts—Advanced.
Old Material—Some advances.
Paris Green—Lower prices.

MONTREAL HARDWARE MARKETS

January 8.—The after-holiday dullness has been besetting the markets this week and trade has been very quiet. A few repeat orders for skates, hockey sticks, and one or two other seasonable lines have been received, but needless to say the shipping departments have not been over taxed. Many travelers are still at headquarters, not having finished with their samples and price book work, while most of the houses are going over their stock and posting up for the American travelers. Buying will be heavier this year for all are agreed as to the brightness of trade prospects. Just now retail merchants should be preparing to go over their stock. This is the best month of the year for the work and the sooner it is done the better the chance of placing complete requirements with the travelers, thus saving much time and trouble later on.

Booking ahead is still quiet, although ice cream freezers and lawn mowers are commencing to move a little, as well as green wire cloth and screen door hinges.

BUILDERS' HARDWARE —Builders' hardware has been quiet. The break up of the cold weather has enabled building operations to be pushed on rapidly, and the local trade has been stimulated somewhat, but until dealers have thoroughly gone over their stock orders will be on the light side. We quote discounts at 50 and 10.

SPORTING GOODS—A few repeat orders have come in for skates and hockey sticks, but the change in the weather will not improve trade locally. Other lines are slack. Prices are unchanged.

HOUSEHOLD UTENSILS — Carpet sweepers after a good holiday season are slack but will probably look up again in a week or so. There is little life to wringers, washing machines, and food choppers. Tinware has shown a little more stimulation in the last day or so. The market is unchanged.

SPRING LINES—Booking ahead is still on the light side, and until the travelers get to work in earnest there will probably be little stimulation. Still however there is a movement in ice cream freezers, lawn mowers, green wire cloth, poultry netting and screen door hinges. Other lines should now soon follow as an early spring trade is generally expected.

SCREWS—A slow movement is apparent in screws, and any stimulation is not expected until business swings round again. We continue to quote discount at 85 and 10 off for flat head bright; 80 and 10 off for round head bright; 75 and 10 for flat head brass, and 70 and 10 for round head brass.

LUMBERMEN'S SUPPLIES—For a time being the movement in these lines has been checked and but small repeat orders have appeared in axes, axe handles and boot calks.

BOLTS AND NUTS—New price lists have been issued in bolts and nuts, change being made in carriage bolts, fin head bolts, sleigh-shoe bolts, coach and lag screws. Discounts on carriage bolts ⅝ and smaller are now 70 and on coach screws 75. Undoubtedly the growing strength of the United States markets has induced these advances in prices.

TORONTO HARDWARE MARKETS.

Toronto, Jan. 8.—The year has opened with most factories fairly busy on orders for spring delivery and while booked business is lighter than two years ago it is ahead of 1908 and the outlook is far brighter, general confidence being felt in the prospect for trade during the coming season.

During the past few weeks more attention has been given to selling than to buying and even now stock-taking is attracting first attention. Seasonable lines, however, must be stocked up and attention must also be given to booking for spring delivery in such lines as lawn mowers, ice cream freezers, fence wire, wire cloth, screen doors and kindred lines. The destruction by fire of the large screen door factory at Paris has given rise to a feeling that orders for these goods should be booked early in order to ensure delivery but there appears to be no reason for unrest on this score as the Sanderson-Harold Company state that two large warehouses containing stocks of doors and windows were untouched by the flames. This supply will, it is understood, take care of the early spring business, while the reconstruction of the plant, already undertaken will look after the needs of the later business.

Jobbers report that orders placed since the opening of the year have been very encouraging. Stocks have been light as a result of careful buying and with increasing business in sight and last year's totals showing up more satisfactorily than expected, buying will likely be done more freely for goods for spring delivery.

SEASONABLE LINES — Winter sporting goods, snow shovels, carriage heaters and other cold weather goods are being called for in fair quantities. Skating and hockey have been very popular and sales have been large while snow has hardly been plentiful enough to move toboggans, sleds and snowshoes in large volume. Snowshovels, too, have dragged in some districts but the cold weather has encouraged a movement in carriage heaters.

SPRING GOODS—Lawn mowers, ice cream freezers and screen doors and windows are coming to the front in booking orders. Common screen doors are qnoted at $7.80 for stained and $8.10 for grained.

HEATING AND LIGHTING—A fair demand continues for heaters and cooking utensils. Lanterns and lamps are also selling in seasonable quantities. Cold blast lanterns continue at $6.75.

CEMENT—Cement manufacturers report stocks large and prices of Canadian Portland still at $1.70 per barrel f.o.b. Toronto, with usual allowance for return of bags.

HEAVY GOODS—A new list on bolts and nuts has been issued showing little change in price. The changes make some lines slightly lower but the revision is really a simplification of discounts, several sizes of bolts which were quoted separately now being grouped under one discount. Bar iron is unchanged at $1.95. Stove bolts have advanced to 80 and 7½. Bright and steel wood screws, flat, 85 and 10, and round head 80 and 10 per cent. Brass screws are flat, 75 and 10, and round, 70 and 10.

WIRE—New prices on barb wire f.o.b. Toronto are: Galvanized barb, $2.85, and plain twist, $3.20. Coiled spring wire continues at $2.75 f.o.b. Toronto for No. 9. Galvanized wire is quoted at Pittsburg, instead of Cleveland, base sizes, 6 to 9, $2.25. Less than car lots 10c higher. Wire nails are unchanged at $2.30; poultry netting at 60 and 2½, and green wire cloth $1.70 in 100-foot rolls.

MONTREAL METAL MARKET.

Montreal, Jan. 8.—Despite dull conditions generally, trade locally this week has been very fair, and in consequence a cheerful tone is apparent in the markets. All the metals have received their share of attention, while the inquiries seem to promise good business in the near future. Very little metal is being held in stock. Every pound purchased seems to be going into the finished article, so that the situation is in a very promising state indeed. The markets for the time being are firm, showing an upward tendency but there is no change in quotations. Upon the course taken by the primary markets depends the continuance of this firmness. So far as the Canadian situation is concerned everything is in good shape. There is a strong feeling of confidence, and all that is necessary now is for the outside markets to show better strength.

So far as the primary markets are concerned, copper seems to be working

for a higher basis, although at present the movement is purely speculative. Whether the demand will support it remains to be seen. London prices have shown increased strength. Tin has fallen away slightly, but at present the market is somewhat featureless. Spelter is regaining strength again, and looks to be in good shape. Lead is still as puzzling as ever. The market made a jump early in the week but fell away again. Iron and steel conditions in the Old Country are showing better strength, the probability of Germany again being a heavy buyer, strengthening the markets. The situation in the States is quiet but the strength of both iron and steel is being maintained.

PIG IRON—Canadian furnaces are reported as being well occupied with orders. There is a decidedly strong feeling with regards to prices. The change in the situation is apparent from the fact that two or three months ago Canadian makes could be secured in Montreal at $17.50 to $18 per ton, whereas fully $1 to $1.50 more per ton is now being asked. Western furnaces have also advanced their prices by fully as much per ton. Fair orders have been received for imported pig, and the following prices are still in vogue: Middlesboro No. 3, $19.50; Summerlee No. 1, $21 to $21.50; No. 2, $20.50. English advices state that steel and iron conditions are now more promising. The improved conditions in the United States, combined with the approaching change for the better in Germany, have had the effect of strengthening makers' and holders' views. Prices are firm with an advance being wanted for future deliveries. Cleveland warrants are quoted at 49 shillings. Scotch makers are in a fairly strong position, there being little stocks on hand, while the demand is of fair strength. The situation in the States is quiet but firm. Deliveries are stated to be proceeding at a satisfactory rate. Conditions are undoubtedly ripe for a large volume of business.

TIN—Although conditions are generally dull tin has not been inactive this week, and fair business has been done. The market is firm, and we make no change in our quotation of 33c for small jobbing lots. Tin in the primary markets is at present somewhat featureless. The metal is reported as having a firm feeling, but in the absence of a strong consuming demand it is hardly safe to rely too much on present figures.

COPPER—Copper has sold fairly freely this week at the unchanged jobbing quotation of 15½c. Inquiries are coming to hand, and there is evidently a more general desire to gauge the market than has existed for some time. The effort being made in New York to put copper on a higher basis has evidently stimulated inquiries. Real buying conditions in the States continue dull.

SPELTER—Spelter keeps unchanged at $5.50. The market is firm and a fair amount of business has been done. The English market shows continued strength and there is evidently a good purchasing movement on. St. Louis keeps well up to the $5.05 mark.

LEAD—Lead is unchanged with fair business showing. We quote imported pig at $3.70. The English market showed a jump early in the week, but fell away again. Buying conditions across the Atlantic seem very dull.

OLD METALS—The market is quiet with no change in quotations. Heavy copper and wire, 11½c; light copper, 10¼c; heavy red brass, 10½c; light brass, 6¼c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $12.50; No. 2 cast, $9.

TORONTO METAL MARKET.

Toronto, Jan. 8.—The present is a quiet time in the metal market and it is too soon after the holiday season to engage in any accurate forecasts. Generally speaking, there has been no change in prices for some time, so far as the local situation is concerned. A few orders for immediate delivery are being placed but orders for spring shipments are not numerous. Quotations are the same for small jobbing lots as last week. Nearly all the foundries and machine shops are taking stock but there is evidence that many plants which are on short time, will shortly be taking on larger staffs or working longer hours. The indications are that the iron and steel interests will do more business in 1909 than they did in 1908 as. in Canada for the present year, nearly 5,000 miles of railway are planned or under construction. The copper market is strong and a movement has been started in New York to advance prices, but sellers are shy about making offers or sales.

A prominent New York producer of copper says: "There is little basis for the stories of huge sales of copper over last week. The copper market is showing signs of strength in London. and there has been some improvement in the local demand. However, there are indications that we will get a buying movement in the near future. This may come within the next week or two. An exaggeration of the buying movement will tend to do more harm than good."

Tin shows a tendency to weaken on the English market, according to the latest advices. Any advances or falls for some time have been only fractional and have resulted in no changes locally.

PIG IRON—The outlook is considered fair. There is but little likelihood of change for the present. According to Pittsburg advices, if there are to be no reductions in prices during 1909 there will be no sharp advances. The tendency will be to maintain prices on the present level so as to encourage trade. It is believed the last half of the year will show a greater increase in demand than the first half. The mills that have been at work are not fearful of having to close down any week as they were formerly. They have orders enough to keep them in operation and specifications are also coming in to maintain a steady run with those in operation. The quotations still are: No. 3 Middlesboro, $21; Cleveland, $22; and Canada Foundry, $18.50.

COPPER—The tendency to mark up prices is abroad. Local handlers say there is talk in New York of half a cent advance but it is believed this will not come, not yet, at any rate. The selling price is still 15½c.

TIN—Shipments from the Straits for December were 1,404 tons larger than for the same month of last year. For the twelve months of 1908 the increase in shipments amounted to 8.032 tons, compared with the same time last year. The price has been steady of late and the demand at the time of writing is light with slightly downward movement in English quotations. The price is $31 to $32.

LEAD—The market is strong in London and New York and the outlook is better than for some time. The foreign advances have not affected the local price, which is $3.80 for imported pig.

SPELTER — The situation remains the same and $5.50 is still the local selling price. There have been no heavy movements in ingot metals locally for some weeks.

SHEETS AND PLATES—A few orders are being placed for spring delivery and the outlook is regarded favorably. There is no change in quotations.

OLD MATERIALS—Local stocks are fairly heavy and business is beginning to move some as the dealers have to keep material turning over if they desire to make a profit. Copper wire is slightly higher in price. The following are dealers' buying quotations: Light copper, 11c to 11⅛c; heavy copper wire, 12¾c; heavy red brass, 11 to 11¼c; heavy yellow brass, 8¾c to 9c; light brass, 6½c to 6¾c; heavy lead, 3c; zinc, 3¼c to 3½c; No. 1 wrought iron, $10; stove iron, $12; machinery cast iron, $14; rubbers, 8c to 8½c.

U. S. IRON TRADE.

Cleveland, Jan. 7.—The Iron Trade Review says: Generally, the iron and steel market is quiet, but there is a spirit of expectancy shown that is keeping makers in a cheerful mood. The doubt over the extent of the likely revision of a tariff continues to inject uncertainty into the situation, which is keeping buyers within cautious limits. Some iron and steel makers, because of this questionable factor, express the belief that the first half of the year will witness but few price changes, if any, in finished material, although it is firmly expected that there will be a gradual increase of business over this period. The generally accepted view is that the last half of the year will find the industry running close to normal lines.

The pig iron market is now showing much renewed life, but prices continue fairly firm. The progress which has been made toward the resumption of normal conditions in the iron business is indicated by our blast furnace statistics, which show that the production of pig iron for the first half of the year was 6,789,463 tons, while for the second half the production was 8,885,123 tons. For December, the production was 1,-

722,557 tons, an increase of 140,243 tons over November.

U.S. METAL TRADES.

New York, Jan. 7.—The monthly pig iron statistics collected by The Iron Age indicate a tendency toward increased output which may give rise to some misgivings. On the first of the year there were in operation 220 coke and anthracite blast furnaces whose weekly productive capacity figured up to 400,894 tons, or at the rate of 20,800,000 tons for the year. On the first of December 210 furnaces were blowing with a capacity of 381,000 tons per week. Among the new producers are the two Gary stacks, whose make, of course, does not immediately go into consumption. Still, the expansion in output does not appear to harmonize well with the reports of the development of activity in the finishing industries. If it were possible to collect statistics of the stocks of pig iron at the furnaces, they would have a better means of judging whether optimism has got the better of the iron makers, and whether they are not in danger of overdoing the resumption to normal.

Although it is only fair to state that the new year is not yet fairly launched, still the feeling is gaining ground that new business in finished iron and steel is not coming up to expectations, moderate though they were. The railroad orders particularly are lagging, and in other channels of consumption there is a lack of snap.

In the struggle between the dealers in old material and the mills, the latest developments seem to favor the latter slightly and in some leading markets the tone is a little weaker.

HARDWARE TRADE GOSSIP.

Ontario.

C. M. Ruggles, of Ruggles & Ruggles, wrench manufacturers, Batavia, Ill., called on Rice Lewis & Son, Toronto, this week.

Harry Willford, dealer in stoves and tinware, St. Catharines, has assigned to Albert H. Trapnell. A meeting of creditors will be held on Jan. 15.

F. W. Moses, of the Cobalt Hardware Co., Cobalt, who has been visiting his old home at Caledonia, called on Toronto friends on Tuesday accompanied by his wife. Mr. Moses has great hopes for the future of the Silver City of the North, and says trade is already opening up for the coming season.

Quebec.

A. J. Woods, of the Montreal Rolling Mills, Montreal, spent a few days in Toronto during the week.

F. Wilkinson, vice-president of B. & S. H. Thompson, Montreal, is taking a three weeks' trip to Winnipeg.

G. W. Dunn, representing Lewis Bros., Montreal, in the Sudbury district, and his wife, have been visiting Montreal.

The Royal Polish Company, Montreal, have removed into larger premises, on the corner of St. Paul and St. Nicholas.

Elliott Weston, of the Hamilton branch of the McClary Mfg. Co., is recovering from a severe illness which has confined him to his home at London for several weeks.

C. L. Devitt, representing Lewis Bros., Montreal, at Ottawa, has been visiting Montreal, accompanied by his wife.

Lieut.-Col. W. M. Gartshore, vice-president and general manager of the McClary Manufacturing Company, London, was in the city this week on business.

Fred. E. Ellis, lately with the Gurney Foundry Co., has accepted a position with the Gurney-Tilden Co., Hamilton, and will cover the territory west of Brantford and to Windsor and Goderich, making London his headquarters.

R. B. Cherry, of Sargeant & Co., New York, has been in Montreal introducing Mr. Ball, who is taking charge of Mr. Cherry's old territory. Mr. Cherry will stay at headquarters in charge of the lock department.

G. C. Dufresne, who has been in the sample room of Lewis Bros., Montreal, for the last two years, is starting out as a salesman, making his headquarters at Fraserville. His place in the sample room will be taken by R. F. Warren.

Harry Field, who recently sold his hardware business at Cobourg to Barfett Bros., has been elected Mayor of that town for 1909. Mr. Field is now a member of the firm of Field & Brothers, the oldest dry goods business in Ontario.

David Brewer, who has been with Caverhill Learmont & Co., Montreal, for eight years, has been presented by his fellow employees with a traveling bag on the occasion of his resignation to take up a new interest in the West. Mr. Brewer was an able salesman and generally liked, and the staff were sorry to say good-bye to him.

Western Canada.

A double wedding took place last week at the home of A. H. McKeown, hardware merchant, Lethbridge, when two of his daughters were married. Miss Hazel to Thos. A. Hornibrook, of Calgary, and Miss Grace to Andrew Tilley, of Lethbridge.

J. G. Hopper, formerly hardware merchant of Arcola, has opened up in the hardware business at MacLeod, Alberta. Mr. Hopper has been in Nelson, B.C., during the past two years.

Harold Hayr, head of the Hayr Transfer Co., Lethbridge, and a brother of Arthur Hayr, of the Hayr Hardware Co., of that city, passed away recently in Lethbridge.

ENLARGING RULE FACTORY.

J. A. Hossack, sales manager of the Lufkin Rule Company, of Canada, Windsor said that last year was the first in which their Canadian factory had been operating. Results had been far greater than expected and so great had the demand for their goods increased that a large extension of 160 feet is now being made to their factory. Arrangements are also being made to weave their tapes in Canada and much of the space in the enlarged plant would be taken up by the introduction of new and improved machinery, both for tape weaving and for the manufacture of several new lines they have taken up.

From a Travelers' Viewpoint.

A traveler of wide experience declared that in his eighteen years' connection with the trade he had witnessed three seasons of stringency. That of 1907 was less protracted and severe than the former two and confidence was more easily and rapidly restored. It would naturally take some time for affairs industrially and commercially to get back to normal. The scare has passed and the incoming year should pretty well be up to that of 1907 in the volume of business.

"Our firm is taking on more men and are getting pretty busy," he added, "and unless something unforeseen occurs there should be no cause for worry. When dull times occur and sales fall off the jobber is hit harder than the manufacturer, for the simple reason that the latter lays off hands and curtails his output, while the jobber in putting in the plug may find himself with big stocks on hand. Relatively speaking, it costs him just as much to do $300,000 worth of business as it does double or triple that amount. It requires just as many employes to pack, fill and ship orders of quarter-dozen and half-dozen lots as for the larger packages of a dozen usually sent in by the travelers when times are good and things are on the move.

"You will find that periods of depression come in cycles. There is a falling off in the price of iron bars, plates and sheets, which gradually affects tin, copper, lead, etc., until things touch bottom. Then a change sets in after a while, prices ascend and keep climbing higher until the top rung is reached. There they stay for a while, perhaps a couple of years, and everybody crowds on full sail. The tendency is to get reckless, order extravagantly and reach for all that is in sight. The result is overstock—a slump. Again comes a day of reckoning, sales fall off and the bottom of everything appears to have dropped out. We are now regaining former activity and although business in 1909 is not likely to equal the record of 1907, the outlook is good."

LIKELY ADVANCE IN BROOMS.

There is a possibility that an advance will shortly be made in the price of brooms, The broom-corn crop in Illinois and in other States has fallen short of the average during the past season and in addition to this, it is stated that this crop has been cornered by Chicago firms. Chicago broom makers have advanced the price of their products 50 cents a dozen and a similar advance is expected in Canada in the near future. If the supply is as short as the market indicates and if the corn crop has been cornered as is rumored, the advance in brooms in Canada will probably be 75 cents per dozen.

HARDWARE AND METAL

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THE METAL SITUATION.

With the opening of the year comes the momentous question—How soon will the metal situation of the world show the reviving influences of a strong consuming demand? For months the tone of the markets have been kept up by the belief that early in the new year orders would become brisk and heavy. Speculators have bulled and beared the markets, exaggerated reports to suit the occasion have been bruited about, but through all these ups and downs producers and large holders have held firmly to prices. It has been the case in copper, in tin and in a lesser degree in the other metals. Particularly in copper has this confidence in the future been strongly manifested.

Despite production running at record figures, exportations falling off in the latter months of the year, and no compensating increase in consumption there has been no very marked weakness in New York copper figures. Sales have not been forced, nor has there been any desire to accept contracts ahead at the market prices. In fact, there has been all the way round a marked desire to wait for the confidently anticipated revival in demand.

There was every reason to believe that heavy consumption would set in. Industrial activity had been giving promise of greater momentum in the new year, money had become easier, while stocks in users' hands being practically nil, a strong demand for the finished article would necessitate an immediate heavy buying movement. The railroad economy for the year was yet another great and good reason why 1909 should be fruitful. In these circumstances, it can hardly be surprising that the markets, generally speaking, have entered upon the new year with commendable stability, and in fairly good shape.

But there must be no undue delay now in the appearance of this consumption. Production is going ahead, large holders cannot for ever keep off the market, and although any strong inflation of prices, any squeezing of the consumer would be prejudicial to the best interests of general trade, yet a strong buying movement is essential, even for the maintenance of the present strength of the markets. The stronger the consuming demand the better the trade of any country must be, and with heavier buying in the markets, after discounting speculation, there will be the satisfaction of knowing that industrial activity is working at greater pressure. In the general interests of trade, therefore, a revival in the markets is imperative, and the sooner the better.

SAFEGUARDS AT HOTELS.

In accordance with the announcement made by Hon. W. J. Hanna, Provincial Secretary, at the annual banquet of the Commercial Travelers' Association, that an appointment would shortly be made whereby the fire escapes and sanitary arrangements of hotels would be looked into, the Ontario Government has not been long in giving effect to the declaration of Mr. Hanna. This week W. K. Snider, who has been Provincial Conservative organizer for some years, has been selected as a special commissioner to investigate and deal with the whole question of the condition and equipment of the licensed hotels throughout the Province. The appointment is a new and important departure, and is in accord with the strict policy of law enforcement which the department is seeking to inaugurate.

Mr. Snider will take entire charge of all improvements that the commercial travelers have been urging upon the department. These include such equipment as fire escapes, sanitary arrangements, bedding and accommodation for transients. The commissioner's work will probably cover between one and two years, during which time it is anticipated that he will have established such standards for hotels as can be continued permanently.

ACKNOWLEDGMENTS.

The editor of Hardware and Metal wishes to acknowledge receipt of photographs in the Christmas Window Contest from the following firms: Vokes Hardware Co., Toronto; Johnston & Co., Brandon; Taylor Bros., Carleton Place; Geo. W. Ecclestone and J. L. Fenn, Sons & Co., Bracebridge; A. H. Hatch & Co. and J. A. Flett, Vancouver; Orillia Hardware Co., Orillia; Peart Bros. Hardware Co., Regina; Williams Bros., Gladstone; Kingan Hardware Co., Peterboro; Dakin Bros., Digby, N.S.; R. Chestnut & Sons, Fredericton; P. Hymmen Co., Limited, Berlin; R. F. Johnston, Acton; F. O. Sanders, Boissevain; Thompson & Sproul, Orangeville.

The receipt of copies of Christmas advertisements is also acknowledged from the following firms: R. F. Johnston, Acton; Peter Hymmen, Berlin; J. S. Mitchell, Sherbrooke, Que.; Hurd & McBride, Ottawa; Ashdown Hardware Co., Calgary; Gilpin Bros., Hardware Co., Collingwood; Brace, McKay & Co., Summerside, P.E.I.; J. L. Fenn & Co., Bracebridge; C. C. Falkiner & Co., Winnipeg; John Bailes & Co., Oshawa; C. B. Miner, Cobden, Ont.; Burks Falls Hardware Co., Burks Falls; Sanders Hardware Co., Boissevain; McGregor & Co., Caledonia; A. W. Humphries & Son, Parkhill; Williams Bros Co., Gladstone, Man.

NAME THE PROVINCE.

In these days of the rapid development of Canada, which is particularly noticeable in the West, where new towns are springing up every day, wholesalers are having some difficulty in keeping track of all their customers. This is particularly so when the latter's stationery bears no mark to distinguish the Province in which his business is situated. There are hundreds of little towns in the various Provinces of Canada with similar names, or again, towns which are so new that their situation is not yet familiar.

The suggestion has been made and it seems a good one from many standpoints, that merchants, particularly in country towns, should have the name of their Province on their letterheads, statements, envelopes, etc., as well as the name of the town. In the new towns particularly very few of the business men seem to have followed this course. It would obviate a good deal of confusion and be of benefit in many ways.

Trade News From Atlantic to Pacific

Maritime Provinces

Review of the Year's Work at the Steel Plant — Presentations to Men in the Trade.

HALIFAX.

January 4.—Trade is rather quiet at the present time, but the manufacturers and wholesalers are sanguine of a steady revival in business conditions during the coming spring and there is a hopeful feeling prevailing, even in some of the manufacturing centres where trade at the present is not quite up to the average. With a crop year above the ordinary, the lumber markets inclined to be improving, and with other healthy indications, confidence is felt in the future of the Province and the development of its varied resources.

General Manager Jones of the Dominion Iron and Steel Company has great confidence in the future of the plant. During the year the output was the greatest in the history of the company and the profits about the same as in 1907. In the busy season the company employs about 3,000 men, and Mr. Jones says that the plant is equal to any that he saw in the United States or England. The production for the past year was as follows:—

	Tons.
Ore mined	556,000
Pig iron made	262,000
Steel made	277,000
Rails made	153,500
Wire rods made	12,000
Other steel products	55,000
Sulphate ammonia	3,000
Tar (gallons)	4,500,000

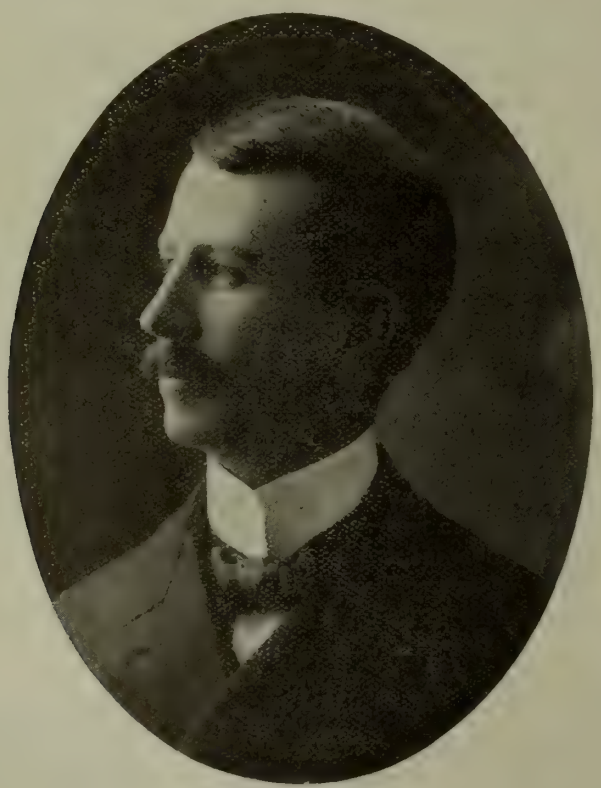
The company's gross earnings for 1908 were, $2,613,815.66.

John E. Myers, plumber, Gottingen Street, was presented on New Year's eve with a silver cruet stand, by his employees, accompanied with an address, which was signed by all of the employees of the firm. Mr. Myers acknowledged the gift in suitable terms.

On New Year's eve Frank D. Hillis, manager of Hillis & Sons, Ltd., iron foundry, was waited upon by the employees and presented with an address, accompanied by two handsome pieces of den furniture.

At North Sydney the employees of the molding department of the A. C. Thompson Co.'s foundry waited on their popular foreman, Arthur W. Schwartz, and presented him with a very handsome and costly gentleman's dressing case, accompanied by an address.

One of the richest gold strikes ever made in Nova Scotia is reported from Country Harbor, Guysboro County, where a number of local capitalists are interested in developing a number of areas. A sample section of quartz on exhibition in Sydney reveals the richness of the strike. Mr. Huntington, an expert, says that it is the finest specimen he has ever seen in the Province.



C. M. STRANGE, MONTREAL.

Province of Quebec

Conference of Travelers at Montreal—Store Damaged by Fire—New Salesman Appointed.

MONTREAL.

Jan. 6.—Napoleon Paradis has joined the selling forces of the Canada Paint Company and will be attached to the main works in Montreal, traveling in the Province of Quebec. He has been on the road for a number of years representing hardware firms and is a son of Francois Xavier Paradis, general merchant, St. Denis.

The fifth annual convention of the salesmen of Lewis Bros., Montreal, was held at Montreal, on December 28 to 31. The first day was spent by the salesmen in visiting the different flats and going into special matters with the heads of the different departments. Monday evening they dined at the Engineers' Club, where they were guests through the courtesy of C. M. Strange, director and sales manager, afterwards going to the theatre.

Tuesday, Wednesday and Thursday were spent listening to A. A. Bittues, managing director of the Gillette Safety Razor Co., of Canada. A. McAvity, manager of the Canadian Buffalo Forge Co.; Mr. Ling, of the Lincoln Waterproof Cloth Co., Chicago; Mr. Grobb of the McKinnon Dash & Metal Co., St. Catharines; and Mr. Fairbanks, of the Anrold Safety Razor Co. The White Frost Refrigerator, Hurd's Axes, Dana Meet Choppers and Oil Stoves were fully demonstrated by the heads of the different departments of the house. E. J. Johnston, accompanied by G. R. Burton, of the Dominion Cartridge Co., gave a most interesting lecture showing how cartridges and loaded shells were manufactured.

On Tuesday night the annual convention was held at the company's offices. J. G. Lewis, vice-president, gave an address. All the salesmen had an opportunity of expressing their views as to what had been done in the past and what would be done in the future, and suggestions were received. C. F. Smallpiece, J. T. Smith and C. M. Strange each made a few remarks in conclusion, thanking all the salesman for the as-

sistance they had given the different departments.

On Wednesday evening the annual banquet was held at the Engineers' Club. C. M. Strange, director and sales manager occupied the chair. Thirty-four in all sat down and after the King's health was proposed, the chairman read a cable from the president, F. Orr Lewis, regretting his inability to be present and sending his best wishes. A telegram was also read from N. A. Wylie, general sales manager of the Kemp Mfg. Co., Toronto, and a letter from J. R. McMillan, two of Lewis Bros. old salesmen. Also a letter of good advice from John Hall, veteran salesman of the Simmons Hardware Co., St. Louis.

The following were present at the convention: J. R. Anderson, J. A. Bureau, H. B. Carbray, J. T. Craig, H. H. Clark, H. B. Dale, J. A. Demers, C. L. Devitt, Chas. Doddridge, G. C. Dufresne, G. W. Dunn, G. N. Gray, A. D. LeBlanc, L. J. LeClair, A. R. McGregor, H. R. Picketts, Alf. Rochette, B. Saunders, H. H. Valliere, J. C. Watson, G. C. Young G. E. Chaffee, E. B. Ryan, C. J. Walker, E. R. Spragg, O. D. Hixon, E. N. Cote, H. V. Armstrong, E. Bourret, D. Deschamps, P. Dansereau and James G. Lewis, J. Thurston Smith, C. M. Strange, C. S. Smallpiece.

The assets of Nap Avon, hardware dealer, Emardville, Que., have been sold.

The stock of F. O. Ranger, hardware merchant, Montreal, was damaged by fire and water.—F. J. A.

Ontario Trade News

Old Pair of Skates at Kingston—Old Foundryman Dies at Hamilton—Sanderson-Harold Co. to Rebuild Their Factory at Paris.

KINGSTON.

January 5.—All the hardware men reported a good holiday trade, but now, since the weather has been quite mild, the business is only fair. Some of the dealers report a good trade from outside places, that is for instalation of heating systems, and this has kept them very busy. All the merchants do quite a large amount of work throughout this district, and without it they would indeed go very short. "It is the outside work that helps us a great deal," remarked one of the merchants. The great demand at present is for household goods. One dealer remarked that his cash business last month was greater than any month previous.

McKelvey & Bush, Brock Street, have just completed the work of putting in the heating system for the Farmers Bank and Bank of Montreal, at Trenton, and the Bank of Montreal at Stirling. The firm has twelve contracts for plumbing and heating at Picton. This firm always has a rush of outside work and has a wide reputation for good work. Last season the firm fulfilled contracts in Quebec.

J. Stanley Richmond, electrician, Toronto, is at Wellington, installing an electric light system for W. P. Niles.

The by-law asking for a bonus of $10,000, to be given Wormwith & Co., to re-establish the furniture factory recently destroyed by fire, was defeated by 49 votes. It was necessary to have a two-third vote. The by-law met with the favor of the ratepayers generally and much regret is expressed at the by-law's defeat. A by-law for extensive road improvement was also defeated.

The Kingston knights of the grip held their annual banquet at the British-American Hotel, and, as usual, it was a very jolly affair. There were speeches and songs and during the evening High Chief Abernethy was presented with a silver tray, and Secretary Hendry, a fine chair.

Thomas Driver, collector of inland revenue, has just appeared on the ice with the most unique pair of skates in Kingston. The skates were made for him in 1862, and he first used them on the Citizens' Rink in the harbor, Jan. 1, 1863, just 46 years ago. They are a beautiful pair of steels, of the long speedy type, and are in as fine condition as when first made.

Architect Power, who is looking after the new city hall dome now under construction, has planned the belfry so that four bells can be worked in connection with the clock, but three will suffice. He will secure a large bell of 2,100 pounds weight. The old one was 1,200 pounds, but owing to the increased size of the city a larger and deeper toned bell is required.—E.G.B.

OTTAWA.

January 5.—Yesterday was Ottawa's municipal election day, when the ratepayers besides electing aldermen, controllers and school trustees, were also called upon to pass upon three by-laws and a plebiscite for a publicity bureau. The by-laws were one to raise $16,000 to pave By-Ward Market, one for $60,000 to enlarge and remodel the City Hall, and the third for $60,000 for public playgrounds. The first was the only one to carry, so that for the present Ottawa will have to do with its City Hall as it is, the children will be deprived of a playground, which is so essential to the health of the young ones, in a rapidly growing city where yard space is at a premium. As for the establishment of a publicity bureau, it will also require further discussion, but in this the city would have had a means of advertising its commercial attractiveness, as well as its residential and tourist features. The merchants would benefit eventually by such a bureau, and the hardwaremen should unite in an endeavor to promote interest in such a scheme. Here's a chance for the Retail Hardware Association to do some effective work. The chief cause of defeat of the by-laws was the number presented at the one time, and that they were not all fully understood.

The City Hall staff are busy preparing the year's figures and it would seem that the number of building permits issued during 1908 will be about the same as that in 1907. During the month of December property transfers to the number of one hundred and twenty-six were recorded.

The contract for supplying the builders' hardware for the Y.M.C.A. building has been secured by the Gurney-Tilden Co., of Hamilton, through their local representative, Wm. Graham. It is gratifying that an Ottawa man and a Canadian manufacturer secured the contract. The building is to be both master-keyed and grandmaster-keyed, there being one key controlling the whole building, and no two keys being alike.

The death occurred on January 1 of Michael Johnston. He conducted a tinsmith and plumbing business for nearly half a century.

J. A. Acton has opened a hardware store on the corner of Bank Street and Third Avenue. He formerly conducted business in Eganville, but has now made Ottawa his headquarters. The Eganville store will, however, be retained as a branch store, and every effort made to promote trade. Bank Street numbers many hardware stores among its places of business.

Your correspondent spent New Year's in Brockville and gathered from conversations there that great things are expected of the National Mfg. Co., when they get into full swing at Brockville. This firm purchased the foundry run by Cassett Brothers, and intend enlarging the premises to meet their demands.

A Brockville man wants the address of firms making aluminum goods. He claims to have a nickel solution which can be applied successfully to aluminum.—G. E. M. H.

TORONTO.

January 6.—J. W. McMillan, formerly with Rice Lewis & Son, Toronto, and now a member of the firm of McMillan Bros., Guelph, has accepted a position on the office staff of Rice Lewis & Son. He will retain his interest in the Guelph business.

C. D. Waldon, of the Pease, Waldon Co., Winnipeg, has been spending a fortnight in Toronto, conferring with the staff of the Pease Foundry Co. President Sheridan, of the Pease Foundry Co. is on a trip to the West.

On Tuesday evening, December 30, the salesmen and department managers of the Kemp Manufacturing Co. and Macdonald Mfg. Co., to the number of 32, were the guests of a staff dinner. A. E. Kemp was chairman for the evening, and W. A. Kemp assisted as vice-chairman. A pleasing feature of the occasion was the fact that five of those present had been in the employ of the company for twenty years, while six others had been with them for over ten years. Regret was expressed at the unavoidable absence of W. Crawford and Mr. Wildman, the Western managers; G. A. Scott, British Columbia representative; G. A. Binns, Maritime representative, and Mr. Hayes, the Montreal manager.

The selling staff of the Pease Foundry Co. were the guests of the officers of the company at a dinner at McConkey's restaurant, Toronto, on Thursday evening, December 31. The day was spent in a staff conference during which a discussion took place on the new features

to be added to the Pease line of heating goods as well as on the plans for a further extension of the company's business.

Fred. G. McBrien, who was defeated for alderman in Ward 6, Toronto, by 12 votes, will ask for a recount.—W. W.

HAMILTON.

January 5.—One of the oldest foundrymen in Canada died on New Year's night in the person of William Burrow, of Burrow, Stewart & Milne, this city. To many of the trade throughout Canada the news of his death will be sad news indeed, for to those who knew him Mr. Burrow was ever popular and worthy of esteem. It was owing largely to his dogged persistance and business foresight that the concern in which he was involved received its origin and progressed as it did. The late Mr. Burrow was born in Devonshire, England, in 1838, and came to this city when a young man. He was not here long when with others he started the manufacture of stoves. He was president of the company until a year ago when he resigned and John Milne succeeded him. The deceased was a member of Barton Lodge, A.F. & A.M., and of the Commercial Travelers' Association.

W. A. Wood, of Wood-Vallance, has been appointed a director of the Bank of Hamilton in succession to the late John Proctor.

The annual meeting of the Canadian Westinghouse salesmen was held at the head offices here last week. About 30 representatives scattered from Halifax to Vancouver were present for the consideration of matters pertaining to the welfare of the company.

As the result of the municipal elections yesterday two hardware and stove dealers were returned to the city council as aldermen for 1909. They were Hugh C. Sweeney and Alfred J. Wright. Willoughby Ellis, of Chadwick Bros., brass manufacturers, was also elected. —D.L.

GUELPH.

January 5.—Guelph is getting to be quite a centre for hardware manufacturers. The Louden Machinery Company are moving into their fine new premises and their old plant, the drill sheds, which they have had use of at very low rental, is soon to be occupied by the Louden Manufacturing Company, manufacturers of all kinds of potato machinery. In addition to this the Raymond Manufacturing Company, who turn out the well-known Raymond sewing machine, have succeeded in completing arrangements with the Foley, Williams Company, of Chicago, to manufacture all their Gooderich machines for the Canadian, Newfoundland, Australian and New Zealand trade. This addition to the already large business of the Raymond Company means a good deal to them. They have been running short time up till lately, but now have their wood shop working ten hours, and both iron shops and the foundry working nine hours, and it is expected that it will soon be full time all through all their departments.

All the retail hardware merchants of this city were wideawake as usual and ready to take advantage of the good holiday trade. The Bond Hardware Company distinguished themselves with one of the finest displays of silverware and cutlery that ever adorned a store window. The background of the window was of dark velvet, which sets off the bright wares beautifully. McMillan Bros. had their windows filled with many excellent suggestions for holiday shoppers in the way of fashionable brass tableware. The display was very attractive and quite unique. It attracted a great deal of attention. Richardson's, the upper Wyndham Street hardware firm, were the first to fill their windows with sporting goods. Now that the skating season is well opened they all have devoted more or less of their display space to skates, hockey sticks and pucks.

Owing to the fact that the sporting element of the Royal City have gone hockey crazy, with a junior and intermediate as well as a professional team in the field, and a lively church league, there is a great demand here for sporting goods needed in playing hockey, the king of winter sports.

McMillan Brothers have taken advantage of this hockey craze to advertise their good line of sporting goods by attractive little schedule cards which they have had printed for the church league hockey enthusiasts and are distributing them free gratis.

H. Occomore, dealer in tinware and stoves, was away for a few days this week to London, Toronto and other places, on a business trip.

The value of the knowledge of a foreign language to a man in business was demonstrated here the other day when a young man in the employ of H. Occomore went to the home of a customer to put up a couple of stoves. The lady of the house spoke with quite a decided accent and the stove man who could speak German quite fluently ventured the query, "Sprechen Sie Deutsch." The young woman replied in the affirmative and they chatted pleasantly in German as they worked. The husband came home but he could not speak in his wife's mother tongue, and was, consequently, left quite out in the cold while the stove man went on pleasantly chatting with his better half.—H. S. N.

GALT.

January 6.—Business affairs in Galt are exceptionally brisk at present, the after-holiday reaction having been passed. Merchants are again getting busy and the prospects for the present year are exceptionally bright.

The Christmas trade was the best for the last three years, at least in Galt. Notwithstanding some reports to the contrary, circulated by interested persons, a personal interview with the majority of Galt merchants indicates conclusively that the trade of 1908 was far in excess of that of the previous year.

The demand for hardware supplies is not as brisk as usual. This, however, is to be expected, as building operations for the season have practically ceased. The cold weather has proved a boon to the plumbers, who are kept busy attending to defective plumbing which had been neglected in the summer.

Your correspondent interviewed the several manufacturers in town and from the opinions expressed it would appear that the outlook for 1909 is exceptionally bright. Practically all the shops are working ten hours and in many cases overtime is the general thing.

At Goldie & McCulloch's the immense factories were found to be in full swing, with many orders ahead. McGregor's were busy and will shortly require a night shift.

Cowan and Company were just as busy as ever before. A large number of orders were on hand waiting to be filled and a full staff is employed, with additional men being taken on daily. The management told your correspondent that never before were the prospects brighter than for the year 1909.

The Canadian Brass Company, with the exception of a short time when the factory was entirely closed, has never even been on short time, and to-day is busier than ever.

The Galt Brass Company is also exceptionally busy, additional mechanics being taken on.

Shurley & Dietrich's saw factory was filled with orders and a large staff was working ten hours a day. This company will be one of Galt's busiest firms during the year.

Sheldon's bed factory was never on short time, and the prospects at present are better than ever before in the history of the firm.

The Galt Art Metal Co. held their annual convention on Dec. 30. The salesmen and branch managers foregathered with the heads of executive and manufacturing departments and a very pleasant and profitable day was spent. The forenoon was devoted to an inspection of the works and an opportunity afforded the staffs to become acquainted, as there were some new faces since the last annual convention. Geo. W. Stone and Chas. W. Barker, both of whom formerly represented the International Harvester Co., have recently joined the sales staff of this firm and are making good in the sale of the "Galt Kind." In the afternoon a session was held at the head office, in which many topics of interest were fully and freely discussed. The salesmen, who are in the best position to "feel the pulse of the country," seemed to be unanimously of the opinion that the outlook for the coming year was very bright. They felt that they had a great deal to be proud of in the splendid showing they had made in the past season in view of what was considered to be dull times, but at the same time the increased activity which was evidenced in all branches of business, more particularly in the building trades, would make the coming season a record one. In the evening the company tendered a banquet to the staffs at the Hotel Iroquois, after which Chairman F. H. Hayhurst, the managing director, proposed a toast list of considerable length ending with a free-for-all which carried the discussion well on into the "wee small hours." All felt that a very pleasant and profitable day had been spent and the gathering broke up with hearty good wishes for the coming New Year. Among those present

were:—F. H. Hayhurst, managing director; A. D. Dame, sales manager; R. W. MacDonnell and D. G. Spiers, accountants; L. W. Koser, designer and estimator; N. S. Goudy, order and advertising departments; Ira J. Ribble, R. A. Grant, O. L. Christman, Geo. W. Stone and C. W. Barker, salesmen; L. B. Beath, Toronto branch manager; F. VonHatton, superintendent; C. W. Killer, foreman of cornice department, and A. Flanagan, head shipper.—B.E.C.

CHATHAM.

January 5.—For the first time in many years a hardware merchant occupies the position of chief magistrate of Chatham, the municipal elections yesterday landing Ald. W. H. Westman in the Mayor's chair with the tidy majority of 390. Ald. Westman's opponent, Ald. John Edmondson, had to his credit a longer term of civic service, a qualification rarely overlooked by Chatham electors; but the hardwareman put up a clean but scientific campaign and won hands down. The contest was a very friendly one and neither vanquished nor victor had anything but the kindest words to say of his opponent. "The people have chosen a good man for the chair and I feel certain that Chatham will have a first rate Mayor for 1909," is the way Mr. Edmondson puts it.

In consequence of municipal elections and bad roads, the past week has been a rather quiet one in the hardware business, though nevertheless business is holding up pretty well for this time of the year. Thanks to a return of soft weather skates and hockey sticks are little in demand.

A. D. Westman, of Westman Bros., was pleasantly surprised on Monday evening after the Park Street Methodist Sunday School concert, when his Bible class presented him with a pair of solid gold cuff links as a token of their regard.

The Chatham Malleable Iron and Steel Company report a most successful season for their output of handsleighs and cutters, and are now commencing spring work. They expect to construct a new factory in the course of a few months.

The Defiance Iron Works recently added 15 men to their staff, an indication that business is picking up to a certain extent.—W.E.P.

LONDON.

January 5.—Retail hardware men report a good holiday trade, the demand for skates, sleds, etc., being brisk. The quiet which is usual after the Christmas holiday season is now in evidence.

Mayor Stevely and Ald. Parsons are the only two metal men who were successful in yesterday's municipal elections. Ald. Armstrong and the swimming baths and playgrounds scheme which he fathered were both snowed under. Ex-Ald. Scarlett, vice-president of Wostman & Wood, came within a few votes of being elected. The waterworks by-law was defeated, while the vote on Sunday street cars was favorable to the innovation, the majority being about 400.

The Grand Trunk car shops opened up again yesterday morning with 459 men on the pay-roll. They will be employed eight hours a day, and the prospects for a bright future are excellent. Superintendent Trehaven states there is now plenty of work and that the men will be kept on steadily, and by spring it is expected everything will be in full swing again. Other local concerns report signs of a real boom and a gradual pickup in financial circles is noticeable.

No less than 860 more freight cars were handled in the local yards of the G.T.R. last month than in December, 1907, the total for the former being 21,126.—F.T.Y.

BRANTFORD.

January 4.—J. P. Pero, for many years the valued superintendent of the Pratt and Letchworth Co., of this city, left on Wednesday last for Indian Orchard, Mass., where he will take a short vacation previous to the taking up of the responsible position of general manager of the Missouri Malleable Iron Co., East St. Louis, one of the biggest concerns in the U.S. John Pew, Jr., has also been appointed superintendent of another large works in the United States.

Trade has now resumed its normal aspect, but the local hardware dealers are well pleased with the amount done this fall. "The Christmas trade," said one to your correspondent, "has been much above our expectations, but the usual winter trade has not been good. The weather has been very changeable, and there has not been a week's continuous good sleighing yet this winter. This has a far reaching effect on winter goods."

The Sanderson Hardware Company, Paris, will rebuild their burned-out plant on the present site. The Paris town council have granted the use of the market building to the firm, who will manufacture there until such time as their new factory is erected. It will be of double the capacity of the former plant and will employ a much larger staff.

Mostyn Cutcliffe, of Turnbull & Cutcliffe, hardware merchants, was elected school trustee. W. R. Turnbull, the senior member of the firm, was defeated for an aldermanic seat.

Arthur McKim was the winner of the guessing competition of the Torrens Hardware Co., Tillsonburg, winning the carpet sweeper offered to the one who guessed nearest to the number of seeds on a sunflower head. There were 2,166 seeds.

S. H. Knox & Co., 5, 10 and 15c store, have removed to more commodious quarters on Colborne Street. In speaking to a gas fixture firm this week your correspondent learned that owing to the advent of this store a number of firms here are doing away with the sale of cheap gas mantels, etc., confining themselves to the higher class of goods and guaranteeing their use.

William McGrath, of the McKinnon Metal and Dash Company, St. Kitts, has accepted a position with the Packard Electric Co.

The Portland Cement Co.'s plant at Port Colborne has shut down for ten days for repairs.

Harry Wilford, dealer in stoves, St. Paul Street, St. Catharines, has assigned. Bailiff Boyle closed the business, acting in behalf of the Grundy Mfg. Co., Guelph.

The Goold Shapley and Muir Co., and the Verity Plow Co. started on full time to-day, and the Cockshutt Plow Co. will run each evening until nine o'clock. Sure signs of trade improvements.—A.W.

Will Torrance, of Paris, has accepted a position as general manager of the Battle Creek Hardware Store, Michigan.

The local hardware dealers are well satisfied with the Christmas season. The last Saturday before Christmas was well up to the marks of former years, but the intervening days were much above the average. As usual, cutlery, cut glass and sporting requisites were heavy sellers, but household conveniences, such as carpet sweepers, coffee percolators, and meat cutters were in good demand. Safety razors proved to be very popular as gifts for men. There were a number of fine Christmas windows, including Turnbull & Cutcliffe, and John Bishop & Son.

The Telephone Stove Co., who also handle toys and sleighs, report that there was a good sale in the latter.

Watt & Squires had a decided innovation in their south window last week. Six live turkeys were placed there last week, a few days before Christmas, the window being converted into a barnyard. Coupons were given out to each customer and on Thursday evening the duplicates were drawn from a box, and the turkeys given to those holding the lucky number. The firm report that the act was a good one, and the trade drawn by it more than paid for the cost.

A. H. Elliott, who was prominently connected with the Westrumite Paving Co. and the Brantford Roofing Co., died suddenly on Thursday last.

Ham & Nott Co., manufacturers of bed springs and hardware, presented all of their employes who have been with the firm for ten years, with a gold watch or other valuable article as a Christmas gift. The Brantford Roofing Co. and the Cockshutt Plow Co. presented each of their employes with a fine turkey.

The Hebrews of Brantford intend erecting a new synagogue here on an elaborate scale.

Coulter & Co. have struck a good flow of gas on the W. H. Gainer farm, Quaker Road, Welland.

F. J. Rank, whose flour mill was destroyed at Norwich, will rebuild.

Should the by-law granting $100,000 for a new Collegiate Institute be passed we hope for a good share of the hardware in that. In another line there will be a good deal to be done. The street railway are bound to expend $3,000,000 in two years, and a great deal of that has to be done in 1909—the double-tracking of their tracks in the city's centre.

A building permit has been granted to R. G. Yeates for a brick residence on Port Street, for $1,200.—A. W.

HANOVER.

January 5.—Wapper & Helwry, Hanover, have moved into their fine new premises. The building is a very fine structure, with a white front, which gives it a striking appearance. The store,

which is finished in the most modern style, is 34 by 92 feet, giving ample room for convenient display of goods. The ceilings are of very artistic design, and the shelving is most conveniently arranged and handsomely finished.

BARRIE.

January 5.—The store conducted by the late J. J. Coffey, which is shown in the accompanying illustration, is being carried on for the present by John Coffey, who joined his father in the business a few months ago. Both father and son are shown in the picture.

Hardware Store at Barrie, Conducted by the Late J. J. Coffey.

J. R. Hambly, president of the Ontario Retail Hardware and Stove Dealers' Association, returned on Monday from a fortnight's holiday trip to Buffalo and New York.—W. W.

British Columbia

Prediction Made That 1909 Will Be the Greatest Year in the History of the Trade in British Columbia—The Rebuilding of Fernie.

VANCOUVER.

January 2.—It is doubtful if the opening of any other year found hardware merchants more hopeful. Everything points for a good trade, and those who have been talked to are sanguine that 1909 will eclipse all previous years in the way of business. Even during the past while back and the holiday season, the demand has been constant and good, and not one dealer declares trade below the average. This is pretty good considering the conditions of the past year, and the fact that there is so much activity in the trade at this season of the year, which is accounted the quietest, speaks well for the outlook. Building is still going on in large proportions, mines are being worked and it is expected that very shortly there will be renewed life in the lumbering industry. American owners of timber in British Columbia are making a strong effort to have lumber placed on the free list in the United States, and if this takes place large quantities will be shipped from here. The Americans practically control the industry in this Province, and as all have personal connections in their own country, with the duty off, an immediate and large business would follow.

The plumbing by-law which was drafted several months ago and which has not yet been finally passed by the committee of the City Council, having the matter in hand, will have another amendment added to it. This will allow what is known as the Durham system of plumbing. This type of work is specially designed for high buildings, and uses galvanized iron piping instead of the cast iron, as demanded by the present regulations. By the use of galvanized iron, the pipes can be threaded and joined in this manner, rather than by caulking as is necessary with cast iron pipe, a certain amount of elasticity being also given the work. The new system has been permitted in special instances in Victoria, the Empress and King Edward Hotels being thus equipped.

R. D. Kenny, who for nine years has been manager of the hardware department of W. R. Megaw's store in Vernon, B.C., has come to Vancouver to reside. Before leaving he was presented by the general manager and staff of the store with a gold watch, chain and locket, engraved with his monogram.

The purchase by the Great Northern Pacific of extensive foreshore property on False Creek will go a long way to strengthening values of real estate and bringing business to the city. These companies have bought about a mile of property bordering on False Creek, which will be used for joint terminals. That they are planning thus, will be an incentive to the establishment of industries in Vancouver, for with a direct line to the Kootenay, a competitive service will be given the business men to the lower interior of the Province, and with three lines having terminals in Vancouver, alternative routes across the continent will be offered. Large quantities of heavy material are brought in the round-the-world liners to this port, and with additional transportation facilities by which shipments East can be made, considerably more business should come through this port.

Building permits for the past week totalled $67,510. Of this amount, $10,000 was for alterations in a large building, and the rest for dwellings.

NEW WESTMINSTER.

January 2.—Seaton Bros., of Vancouver, have closed a deal for the Crane ways in this city and for the Emmerson dry dock and will instal an up-to-date boat building plant, to turn out large boats as well as yachts and launches. Arthur Seaton, who has had charge of the plant in Vancouver for some years, learned his business with the Union Iron Works, San Francisco, while one of the other brothers is a draughtsman of ships. Possession of the new premises was taken yesterday.

FERNIE.

January 2.—Andy Hamilton's tin shop had a narrow escape from fire the other day. A can of gasoline exploded, it being ignited while a furnace was being filled. H. C. Cornett, who was handling the gasoline, was severely burned about the face and arms, and came nearly losing his eyesight.

The new Fernie, which is now taking the place of the city destroyed by fire last June, will be better all the way through. All told, there are now standing about 700 new buildings of all classes and descriptions, and the most satisfactory thing is that all are much better and larger than the old buildings. Brick and concrete has entered largely into construction, particularly the latter.

SEVERE WEATHER AN ADVANTAGE.

The present extremely severe weather will materially help the lumbering interests. They have had in most sections very little frost, and the lakes and rivers have not been frozen hard enough to permit teaming. Lumbermen were beginning to worry, but the present drop in the temperature has given them encouragement.

W. W. Rutan, M.P., who has been in the hardware business in Melfort, Sask., for the past seven years, has sold to H. A. McEwen, of Rosthern, and H. A. Dawson, of Prince Albert. Mr. Rutan will continue to reside in Melfort.

Novelties for the Hardwareman

PALMER'S 1909 HAMMOCKS.

The accompanying illustrations show new hammocks manufactured by the I. E. Palmer Company, Middletown, Conn. The swinging couch hammock shown in Fig. 1 is suspended from the company's special couch support, which can be supplied with an awning. In Fig. 2 the same kind of a hammock is hung from a verandah ceiling by ceiling plates specially constructed to afford a noiseless antifriction movement. The hammock may also be suspended from trees. It comprises a bed frame, 28 x 72 in. in size, strongly made from well seasoned rock maple. To the frame is attached a helical spring and wire mattress, or bed support, of modern construction, calculated to supply the maximum amount of ease and durability. Upon this is placed a thick cotton quilt wadding, giving, it is shown, in connection with the spring an easy bed, over which is stretched the fabric of the hammock body. The bed frame is easily removed and can be reversed if it springs or warps. The hammock is supplied with valances, concealed spreaders and adjustable hitch end rings, and is furnished in two styles of weave in colors. Wind shields for attachment to one side of the hammock are supplied where requested, as are also adjustable back rests, converting the hammock into a swinging settee. Pockets at each end for the reception of magazines and papers are also supplied only when requested. One of the company's regular line of hammocks is illustrated in Fig. 3. It is explained that the naive treatment of this "Model Town" design is on the order of Swedish hand-woven work of 100 years ago, which is now being revived by order of the Queen of Sweden. This hammock is made in two colors.

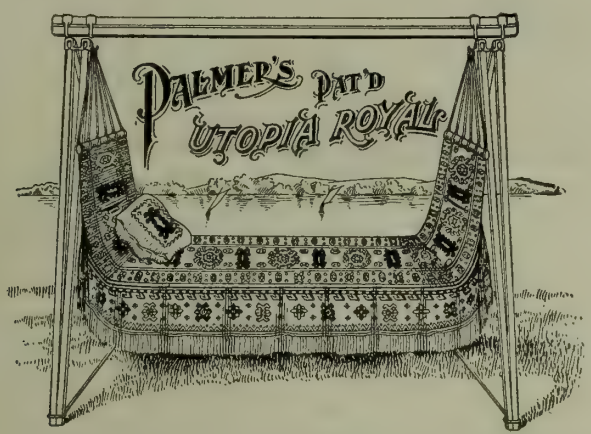


Fig. 1—Utopia Couch Hammock on Special Support.

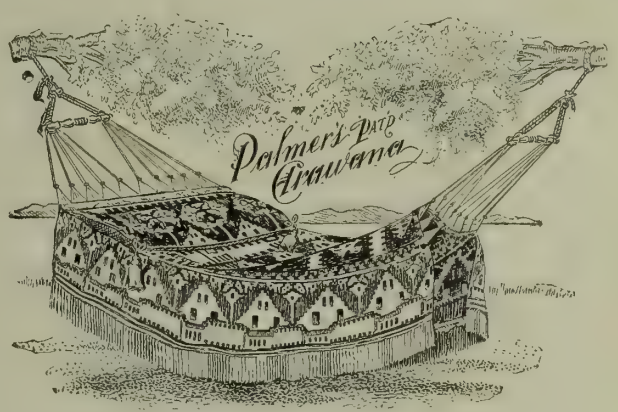
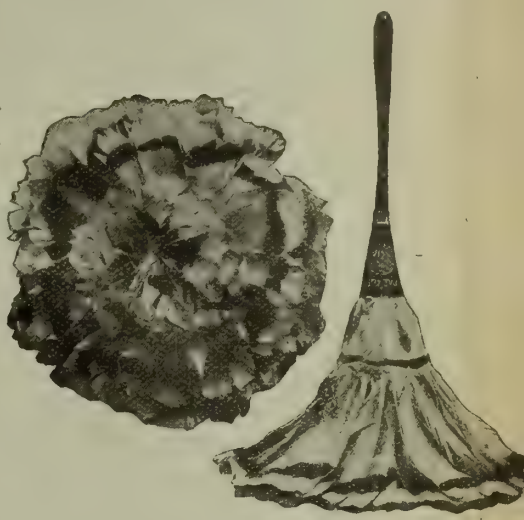


Fig. 3—Palmer Hammock, Model Town Design.

Fig. 2—Utopia Couch Hammock on Verandah.

FEATHER DUSTERS.

The manufacture of turkey feather dusters has been begun by the H. W. Nelson & Co., 92 Adelaide Street West, Toronto. This firm is the first in Canada to turn out this class of dusters and anticipates a large sale, as they will be put on the market at precisely the same figure at which the American makes have been selling, less the discount, which will mean a considerable saving to the purchaser. The firm has handled turkey dusters of American firms for several years and made a special study of them. A large stock of the finest turkey feathers has been contracted for and an up-to-date plant equipped with the latest machinery has been installed. It is expected that the first consignment will be placed with the trade about the first of next month. Turkey dusters are claimed to be superior to wool dusters or brushes in that they are light, and can be used on furniture with less damage and with less danger of knocking things off.



Turkey Feather Dusters.

COMPASS PLATES.

A very unique idea to satisfy that predominant American characteristic—curiosity—has just been placed upon the market by the Brass Shop, Pittsburg, Pa. It is a highly polished, flat, brass or bronze fixed compass plate which permanently indicates the north, south, east and west. These plates are cast from yellow brass or bronze, carefully finished and polished, the edges being beveled so the plate lies perfectly flat. The direction marks are deeply cut and the plate is ornamental and unique. They are made in two sizes; floor and window sill.

Store Cleaning Time

The Christmas rush is over and hardware merchants will find the next month the most opportune time to make those changes in their stores which they have probably been contemplating for some time.

It will pay you to get your store in good shape before the Spring rush commences.

If you want a new show case or counter and wish to dispose of your old one, first write out a brief description of it, insert in HARDWARE AND METAL and you will no doubt find some dealer between Halifax and Vancouver who is looking for a chance to buy at a reasonable figure the very articles you wish to sell.

Do you want to buy a new desk ? A "want ad" will find some dealer who is re-arranging his store and is anxious to dispose of such a desk at a bargain price.

Have you a set of tinner's tools for sale ?

Do you wish to sell some old shelf boxes in order that you may replace them with new ones ?

Have you a screw cabinet, a wire cloth rack, a rolling step-ladder and all those fixtures which make your store look neat and enable you to give your customers quick service ?

There are a hundred little services our "want ad" department can perform for you.

Rates (payable in advance)

2c. per word for 1st insertion.
1c. per word for subsequent insertion.
5c. additional each insertion when box number is required.

Hardware and Metal

Write or phone our nearest office. **MONTREAL TORONTO WINNIPEG**

CONDENSED OR "WANT" ADVERTISEMENTS.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT WANTED by cutlery manufacturer in Germany. Goods are already known in Canada, having been sold for 30 years. Sole Canadian agent to be appointed. Good connections necessary. Applications to Box 2915, HARDWARE AND METAL, Montreal. (50f)

AGENTS WANTED with good connection with hardware trade to handle a specialty which has had a good sale with hardware men and booksellers and stationers in the United States. The line has already been introduced to the bookseller trade in Canada, but separate agents are wanted for the hardware trade in Montreal, Toronto and Winnipeg. Apply, stating agencies you now have, to Box 779, HARDWARE AND METAL, Toronto. (6f)

CHAINS, ANCHORS, &c.—A Lancashire firm manufacturing chains, anchors, windlasses winches, capstans, steering gears, tanks, iron buoys, pontoons, lighters, dock accessories, &c., desires to communicate with Canadian firms, with a view to opening up business connections. (1538f,45)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

AGENCIES WANTED

Manufacturers of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

RETAIL HARDWAREMAN, with wide experience, wishes to establish himself as manufacturers' agent in Toronto, and would like to correspond with manufacturers who are interested. Best of references can be given. Address Box 101, HARDWARE AND METAL, Toronto. (tf)

BUSINESSES WANTED.

The business of your next door neighbor may be for sale, and you would not know anything about it. The only way to get replies from the trade everywhere, is to advertise in a paper which reaches the trade everywhere in Canada.

TO BUY hardware business, stock $3,000 to $6,000. Give full particulars and terms on which payment may be made. Box 776, HARDWARE AND METAL, Toronto. (3)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE and tinsmith business for sale in one of the finest farming sections of western Ontario. The very best of reasons for selling. Address Box 775, HARDWARE AND METAL, Toronto. (3)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Safes. Fine new fireproof safe, new burglar-proof safe; latest type; prices right. The Canadian Fairbanks Co., Ltd., 26-28 Front St. West, Toronto. (44f)

FOR SALE—One complete set of tinners' tools. Quick sale. Box 27, Dauphin, Man. (tf)

BEING in the hardware business and selling supplies to the best makers of maple syrup in a district noted for the purity of its maple products, I solicit correspondence from merchants who want a pure article in this line. D. J. Macnab, Lanark, Ont. (3)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

AN EXTRA 1 PER CENT. PROFIT.—A National Cash Register will earn at least an extra one per cent. profit for any retail merchant. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, Ont.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of gasoline lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

EVERY HARDWAREMAN should handle the Time Saving Coupler. It is a sure saver of time and temper; it works simply and instantaneously, and its joints are absolutely watertight. The unusual advantages possessed by the Time Saving Coupler will make it popular among your hose using customers. (tf)

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SITUATION WANTED—As manager, assistant or traveler, 38, household accessories, enamelware, tinware, etc.; abstainer, non-smoker, undeniable references, moderate salary. "W," care T. Brabyn, Woodstock, Ont. (1)

SUBSCRIPTION CANVASSER WANTED—To solicit subscriptions for one of our publications. A retired merchant or one who has had experience as a salesman preferred. As high as $1500 a year will be paid to a first-class man. The MacLean Publishing Co., Ltd., 10 Front St. East, Toronto. (51)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

HARDWARE BUYER WANTED. One thoroughly familiar with machinists' tools as well as all lines of hardware. Apply Box 770, HARDWARE AND METAL, giving full particulars of experience, salary, etc. (f)

HARDWARE salesman for Ontario, experienced, all lines. Must have taking manner, be strictly sober and good stock-keeper. Send references. State age, size, wages expected for steady job, when could come. Box 778, HARDWARE AND METAL, Toronto. (2)

TINSMITH and plumber for old Ontario town, steady job. A good, all-round man, able to do good work and willing to do it. Must be sober and reliable. State age, experience, wages and send references first letter to Box 777, HARDWARE AND METAL, Toronto. (2)

WANTED—Traveller for city trade; thoroughly posted in builders' and general hardware. Address, giving particulars, to Box 274, Montreal. (3)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—Second-hand circular shears and double seaming machine. Moore Bros., Bradford, Ont. (2)

TECHNICAL BOOKS

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring ally in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co. Technical Book Dept., 10 Front St. East, Toronto.

WELLAND CANAL

Tenders for Supplies for the Year 1909

SEALED TENDERS for Supplies addressed to the Superintending Engineer, Welland Canal, St. Catharines, Ont., will be received until 16 o'clock on Saturday, the 16th of January, 1909, for the supply and delivery of various articles of Timber, Hardware, Castings, Oils etc., for use on the Welland Canal and its branches for the year 1909.

Specifications, forms of tender and other information may be obtained at the Superintending Engineer's Office, St. Catharines, on and after Thursday, the 31st December, 1908.

The lowest or any tender not necessarily accepted.

L. K. JONES, Secretary.

Department of Railways and Canals,
Ottawa, December 22, 1908.

Newspapers inserting this advertisement without authority from the Department, will not be paid for it.

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from $1,000 to $10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn $100 to $500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 288, NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Room 511, Union Bank Bldg, Winnipeg.

Hardware Markets.

Wholesalers are now engaged in stock-taking. The market is fairly steady, prices showing a slight decline.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base: plain galvanized, wire, 6, 7, and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.50; No. 2 and larger, $4.25, snowshoes, No. 0 to No. 1, $4.75, No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85, No. 2 and larger, $4.60.

HORSENAILS—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts, 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg.

PRESSED SPIKES—¼x5 and 6, $4.60; 5-6x5, 6 and 7 $4.25, ⅜x6, 7 and 8, $4.10, 7-16x7 and 9, $4.00, ½ x 8, 9 10 and 12, $3.90, ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65c.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 per cent. copper; No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

COIL CHAIN—¼, $7; 3-16, $5.50; ⅜, $4.90; 7-16, $4.70; ½, $4.40; ⅝, $4.20; ¾, $4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 35; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $9.25; 7-inch, $10.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ p.c. Other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼c; pure manila, 13¼c; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26 $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12 smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75, sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop. $13.

PIG LEAD—$5.50. Lead pipe. $7.

SHEET ZINC—Casks, $8; broken lots, $8.50.

COPPER—Planished copper, 29½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2, $14.10; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45; 4½, $52; 5, $58; 6, $75. Galvanized; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON — Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28 $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28. $5.15.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50; ½ box, $6; IXX, full box, $13.50; ½ box. $7.

TERNE PLATES—I.C. plates, $9.

CANADA PLATES—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch, $4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59 and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

PAINTS AND OILS — White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c: turpentine, bbl. lots, 65c. Linseed oil, raw, 64c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Jan. 8.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila. 15c.

BUILDING PAPER—Plain, 62c per roll; tarred. 78c per roll.

LINSEED OIL—Boiled, 78c; raw, 75c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10 Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90 buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

WESTERN CANADA GOSSIP.

Hamilton Byers, manager of Ashdown's hardware store, Nelson, B.C., has been visiting in Calgary. During his absence J. Lawrence, of Ashdown's store, Winnipeg, had charge of the Nelson branch.

A. Hartwell Illsey, of Illsey Bros., hardware merchants, Red Deer, Alberta, was married recently to Miss Ethel Maud Wallace, of Red Deer.

Clarence Miehlhausen, hardware merchant, of Govan, Sask., was recently married to Miss Addie Clemens of New

The Derry Oak

A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

Revillon Brothers, Ltd.
Wholesale Hardware
EDMONTON, ALTA.

G. F. Stephens & Co., Limited

WINNIPEG AND CALGARY

Headquarters for

Polished Plate Glass
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For anything in Builder's Glass, send in your specifications and let us figure on them. Quotations given either by wire or mail. Years of experience, the finest equipment and ability of the highest order enable us to ship same day as received.

SUCCESSFUL ADVERTISING,

HOW TO ACCOMPLISH IT.
By J. Angus Macdonald.

Practical Work for Advertisers and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

A GOOD START

is the first move to insure a success during 1909.

It will pay you to investigate, and at once, the possibilities in the Heating line with the Pease Agency.

Write to-day for particulars.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Dundee, Ont. They spent a few days in Galt previous to leaving for the West.

J. W. Campbell, manager of the Alberta Portland Cement Co., Calgary, has been compelled to resign owing to ill health.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

CATALOGUES.

Ratchet Handle Pumps.—The Hayes Pump & Planter Company, Galva, Ill, has issued a catalogue describing their ratchet handle pumps which are a radical departure from the usual mode of hand and wind mill pumps. In designing these pumps advantage was taken of a mechanical principle—a cog gear leverage that increases the power and causes the pump to work easily in deep wells, or permits the use of a larger cylinder in shallow wells. The ratchet slide works against a roller bearing, reducing friction to a minimum. The long steel handle with weighted end can be increased in length for deeper wells or heavy work by the insertion of a longer pipe. The pumps are furnished with either hand or windmill top.

Dairy and Sugaring Apparatus.—The Steel Trough & Machine Co., Tweed, has issued two pamphlets regarding their Perfect Maple Evaporator. Steel Dairy Apparatus, Steel Tanks, Troughs, etc. The Maple Evaporator is designed for making good syrups by persons who have small bushes—from 150 to 400 trees. The company make the "Perfect" steel cheese vat, steel whey tanks, galvanized tanks for sweet whey, round tanks and steel water troughs. Some special lines of the Steel Trough & Machine Co. are sanitary dairy pails, wash sinks, cheese hoops, steel gang press, creamers, curd pails, etc. Their line of dairy utensils is worth looking into by the trade.

Starr Skate Book.—The forty-third edition of the Starr Skate Book, issued by the Starr Manufacturing Company, Dartmouth, N.S., illustrates the widely-known different styles and quality of skates made by this company, which include the "Mic-Mac," "Chebucto," and "Starr" hockey skates, as well as the "Mic Mac" and "Rex" hockey sticks. The book, which also contains the rules of the game of hockey, should prove of interest to the trade.

Capewell Horsenails.—The Capewell Horse Nail Co., Toronto, are sending the trade a neat vestpocket booklet, showing the company's large works and explaining the superior merits of the Capewell nails.

Hammocks.—The I. E. Palmer Company, Middletown, Conn., has just published its 1909 catalogue which is handsomely illustrated in colors. The Palmer Company, manufactures cotton fabrics, hammocks, and all accessories, and its superior class of goods, is very popular with the trade. The line of colors and designs for the coming season is very extensive and carefully selected. They are not hasty adaptions from wall paper and tapestry designs, but are practically all careful preparations of an artist of considerable experience and merit in fabric designs. The company has aimed to keep away from the stereotyped floral, ornamental and tapestry designs, offering a range which is strikingly original and artistically correct in the line of hammock designing. The selection covers a broad field of ancient, mediaeval and modern art, embracing Egyptian, Moorish, Napoleonic, Indian, Renaissance and numerous other illustrations of the art of varying periods. The ancient swastika design has been adapted as a hammock design and a patent secured for its exclusive use for this purpose.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Boiler Makers' Hand Tools.—F. W. Jeffery, Midland, asks where he can buy boiler makers hand tools.

These are stocked in Toronto by Rice Lewis & Son and the Canadian Fairbanks Co.—Editor.

Ice Cream Dishers.—Emerson & Fisher, St. John, have asked where ice cream dishers are manufactured.

The Erie Specialty Co., Erie, Pa., are makers of these goods.—Editor.

PATTERN RULE FOR TINSMITHS.

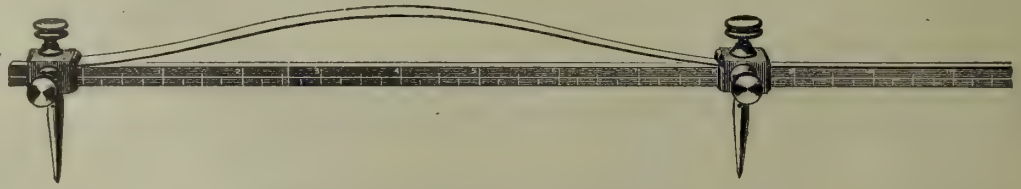
Among the numerous labor-saving devices that have been brought out in recent years, inventions for helping the practical tinner seem to have been somewhat limited. The Lufkin Rule Company of Canada, however, are offering to this trade some articles which are worthy of notice.

The Magic Pattern Rule is a tool for laying out elbow and other patterns in the tinshop, and is a great time-siver. It consists of a square metal bar, with sliding trammel heads with set screws and steel points. For laying out elbow pattern the left-hand set screw is fixed at the end of the bar, and the right-hand set screw is fixed according to diameter of the elbow that is wanted. A flexible steel ribbon is raised to the required height, according to angle wanted; one glance at the chart which accompanies the rule giving such height necessary. The outfit is then set ready for a pattern.

The bar is graduated in inches and eighths on one side and circumference inches other side. The whole outfit is nicely nickelplated. The chart contains besides the elbow diagrams, valuable rules for cutting all sizes and shapes of vessels by aid of the Magic Pattern Rule. Tinners who have used this outfit but a short time state they find it a wonderful convenience, and those who have already had their troubles in the tin shop will no doubt appreciate its value.

Another indispensable article to the up-to-date tin shop, is the tinner's circumference rule. This is a steel rule of convenient size, one side of which is graduated in inches and sixteenths top edge, circumference rule bottom edge. On the reverse side are valuable tables of measurement giving sizes of vessels of different capacities and varying shapes, and other information.

Catalogues giving detailed descriptions of these articles can be obtained by addressing the Lufkin Rule Company of Canada, Windsor.



Magic Pattern Rule for Tinshop.

IT WASN'T OIL.

An Ohio man joyfully sought an oil expert, declaring that he had struck oil on his land. He brought a sample in a bottle. Evidently he had been in a great hurry, hastily seizing the first bottle at hand, for when the chemist had analyzed the sample he sent the following telegraphic report:

"Find no trace of oil. You have struck paregoric."

Motion in the shop window, of any sort, draws a crowd of lookers-on through curiosity merely. But it requires a detective to tell how many who have been amused go in the store to trade.

Sheet Metal Building Materials

Cornices, Skylights, Ventilators
Finials
Corrugated Iron, straight or curved
Metallic Shingles, Siding, Ceiling and Lath
Fireproof Windows, Shutters and Doors
Pressed Zinc Ornaments

WRITE FOR CATALOGUE and QUOTATIONS
RELIABLE GOODS ONLY—NO CHEAP TRASH

The Metallic Roofing Co., Ltd.
Manufacturers
TORONTO WINNIPEG

ROSS BROS.
LIMITED
WHOLESALE HARDWARE

Your customers want

Baling Wire

We have a large stock and solicit your orders.

EDMONTON, ALBERTA

Every Dealer Should Stock S-W Screw Press Linseed Oil

STRICTLY PURE SCREW PRESSED RAW LINSEED OIL MADE BY THE SHERWIN-WILLIAMS CO. PAINT & VARNISH MAKERS MONTREAL.

You know the importance of *quality* in linseed oil. It is appreciated by users probably more than quality in any other painting material for the reason that it is now so hard to get really good oil. Painters especially, who are the largest users of linseed oil, want *good* oil and buy where they can be sure of getting it.

That's why every merchant should handle Sherwin-Williams Screw Press Oil. It is much superior to the ordinary commercial linseed oil. Years ago we found that to further improve the quality of our paints and varnishes we must improve the quality of the linseed oil we used. We had previously been buying oil on the open market, refining and removing impurities from it. Since we started to operate our own mills, however, we have been able to produce a quality of oil much superior to any we had ever been able to get on the open market.

As the manufacture of our paint and varnish products does not at present consume the entire output of our mills we have a limited surplus, which we offer for sale through the paint trade. You should take advantage of this opportunity to get a superior quality of oil. Write us for full particulars and prices.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

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Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

GLASS OF EVERY DESCRIPTION

And for every purpose—large and well equipped ART GLASS PLANT.

GLAZIER'S SUPPLIES—Diamond Point Drivers, Points, etc.

THE
Winnipeg Paint & Glass Co., Ltd.
CALGARY - WINNIPEG

When writing advertisers kindly mention having seen the advertisement in this paper.

COMMERCIAL HANDBOOK OF CANADA.

The fifth annual edition of the "Commercial Handbook of Canada, published at one dollar, by Heaton's Agency, Toronto, has been issued.

In the first part is collected a directory of the Dominion and Provincial Governments, postal information, railway fares from Toronto and Montreal to every commercial town in Canada, banks and branches, insurance, list of solicitors, credit reports and collections, Canadian railways, steamship lines, customs ports regulations and tariff revised to date.

The second part, under the heading, "The Canadian Encyclopedia," is a digest of the latest reports of the Dominion and Provincial Governments, arranged alphabetically in concise paragraphs under such headings as "Agriculture," "Agricultural Lands," "Area," "Commerce," "Finance," "Fisheries," "First Things in Canada," "Forests," "Immigration," "Manufactures," "Mining," Mining Companies Operating in Canada, Temperature and Rainfall, etc.

The "Boards of Trade Register" included in previous editions has been revised to date. This contains a concise description of every town in Canada of 1,500 and over in the East, and 400 and over in the West, giving railway and steamship connections, hotels and rates, existing industries, and in a footnote returns from the Mayor and local Boards of Trade of the opportunities offering for manufacturers and investors, and the privileges granted to new industries.

CALENDARS RECEIVED.

The Canada Paint Co., Montreal, has issued a large attractive calendar representing a lady just returning from a trip in her automobile and leaving the car to enter her prettily painted suburban villa.

The London Printing & Lithographing Co., London, forward a calendar which depicts a charming lady in a red winter suit and furs out for a walk when the snow is falling.

Linton & Hall, hardware dealers, Calgary, send a beautiful calendar. A lady gowned in dark red and carrying a bouquet of roses is revealed as she parts the curtains to descend the steps at an evening reception. The picture is decidedly attractive.

Carter Bros., hardware dealers, Picton, issue a neat calendar representing a young lady in riding habit standing by the head of a handsome horse.

Ludger Gravel, Montreal, who handles blacksmiths' supplies, has sent to the trade a unique embossed calendar representing a sturdy smith seated on an anvil, hammer in hand, gazing out of the open window. The calendar is one of the most unique and pleasing character.

B. Greening Wire Co., Hamilton, in their calendar, give a splendid bird's-eye view of the office and large works of the firm, which was established in 1859. Cuts of the owner, members of the Greening family, appear along the scene of the works. The firm is now engaged in the preparation of a new series of catalogues, which will shortly be forwarded to the trade.

The Capewell Horse Nail Co., Toronto, are presenting their patrons and friends with a calendar which is a work of art. It is a reproduction in colors of a painting entitled "A Famous Smithy." John Paisley, the "blacksmith parson," of Gretna Green, Scotland, is represented in the act of marrying a runaway couple from England, the angry father driving up just too late to prevent the ceremony.

APPOINTMENT OF HOTEL COMMISSIONER.

The fact that the Provincial Government has appointed a special commissioner to investigate the question of equipment of Ontario hotels will be received with satisfaction by the commercial travelers. The appointment has been given to W. K. Snider, Provincial organizer for the Conservative party for the past three years, and his duties begin immediately. At the banquet of the Canadian Commercial Travelers' Association, held a couple of weeks ago, Hon. W. J. Hanna promised that such an appointment was coming.

Mr. Snider's duties will be to deal with the whole question of the conditions and equipment of the licensed hotels in the Province of Ontario with a view to making them more suitable and safe to the traveling public. The new official will take charge of all improvements which the commercial travelers have been urging upon the department. Probably the most important of these is a proper system of fire escapes, as recent fires at Coldwater and Niagara Falls, when lives were endangered through lack of proper equipment, would indicate. Travelers are too often subject to danger in this respect, particularly in hotels in the smaller places. They are always on the road and a hotel fire is almost sure to effect one or more of them.

Besides the question of fire escapes, there are the sanitary arrangements, bedding, proper accommodation for transients, etc., to be attended to. All these will come under the supervision of Mr. Snider.

The License Department anticipate that the commissioner's work will probably cover between one and two years, during which time it is anticipated that he will have established such standards for hotels as can be permanently continued.

This new departure of the Government is along the lines advocated by The Grocer after the disastrous Tillsonburg hotel fire, and which have subsequently been advocated on several occasions. Protection of the lives of travelers is an important thing and the new legislation will be gratefully received by the travelers.

TORONTO INSURANCE RATES REDUCED.

The successful test of the new high pressure fire protection water system in Toronto has resulted in a lowering of the insurance rate on buildings in the "congested" or business district of that city by 25 cents per $100 of insurance. Some manufacturers and merchants expected a drop of 50 cents, as they say this was promised on condition that the city instaled the high pressure system. The Fire Underwriters, however, say that after the big fire of five years ago the association promised a reduction of 50 cents from the key rate on condition that certain improvements were made, a certain value being placed on each condition. According to the insurance men, the city has earned but 23 cents reduction, but the association voluntarily gave the extra two. It would be difficult to place an estimate of the amount saved those placing insurance because of the lower key rate, but, roughly, one authority says it means a saving of $250,000 a year.

Hardwaremen who have their establishments in the centre of the city do not feel in a position to say much regarding the reduction.

S. R. Kennedy, of the Kennedy Hardware Co., says he usually places his insurance with the company which makes the best offer. No doubt, he says, the reduction will help some in getting a lower rate than formerly.

A. E. Gilverson, of Rice Lewis & Son, was not sufficiently informed to make a statement. He understood the reduction was on a percentage basis, but did not care to express himself until more thoroughly acquainted with the matter.

W. H. Carrick, of Gurney Foundry Co., said his company would not benefit. They were outside the "congested" district, and, anyway, they came under the special sprinkler rate, which was not at all affected.

Peleg Howland, of H. S. Howland, Sons & Co., had not yet come across a specific instance where the new rate would apply, and had not sufficiently looked into the matter to express an opinion at present.

FRENCH TREATY WILL PASS.

With some modifications it is expected that the Franco-Canadian treaty will be ratified by the French Senate. This information has been received in a despatch from Paris this week and the prospects for the sanctioning of the proposed treaty seem to be very bright. Hon. W. S. Fielding is still in Paris conferring with members of the French Government respecting the treaty. The matter has been before the French Senate for months and has aroused considerable interest in Canada among business men.

The building returns for the past year totalled $5,947,423, being over $300,000 more than in 1907. In that year the total was $5,622,744.

CANADA PLATES

Galvanized

Polished

Half Bright

STOCK AND IMPORT

A. C. LESLIE & CO.,

LIMITED

MONTREAL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

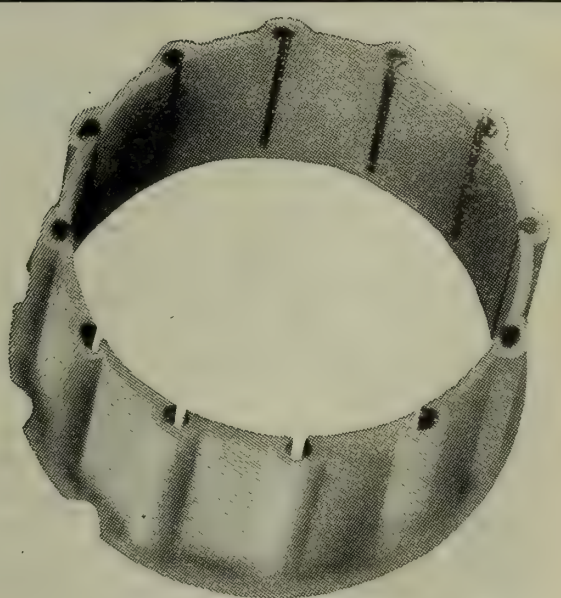
GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.

LIMITED

GUELPH, ONT.

View of Fire Pot, showing allowances for circulation of air, and holes through which this air passes to combustion chamber.



View of Fire Pot, showing slots in same through which passes the heated draft, consuming all the gases from the fuel.

Your customers can burn Souris coal satisfactorily, and make big savings in their fuel bills if they use the **Manitoba Steel Plate Furnace.**

The Brandon Machine and Furnace Works

Brandon - Manitoba

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The West Presbyterian Church, Toronto, will erect a new building.

The by-law to grant a loan to the Plough Works in Port Stanley was defeated.

The plant of the Western Ontario Portland Cement Co., Attwood, Ont., will be sold.

The by-law to loan $20,000 to the Standard Implement Co. was defeated in St. Thomas.

The electric light plant and Walsh's roller mill, Ormstown, Que., were recently destroyed by fire.

The Hydraulic Manufacturing Co., of Seattle, have opened a water pipe making plant in Victoria.

The Section Acetylene Gas Machine Company's plant will be removed from Belleville to Aylmer, Ont.

A by-law to give E. Brown & Son, carriage manufacturers, Midland, a fixed assessment for ten years, was defeated.

The wholesale warehouse of Codville & Co., Brandon, was destroyed by fire. The loss is $75,000, and insurance $60,000.

The contract for the Toilet Laundry Company's new building, Toronto, estimated to cost $8,000, has been awarded to Whyte & Company.

The by-law to bonus the Wormwith Piano Co., which was recently burned out, to the extent of $10,000, was carried by a large majority in Kingston.

The Waterloo Manufacturing Co., Waterloo, Ont., presented all their employes who have been with the company for 20 continuous years with $100 cheques as a holiday gift.

Milton property owners carried a by-law to guarantee the bonds of the P. L. Robertson Manufacturing Co., screw manufacturers, $10,000 for ten years, and pay the interest thereon.

Niagara Falls centre will have a new factory erected by Brooklyn capitalists to manufacture boxes and other products from corrugated paper. A site has been selected and 200 hands will be given employment.

Building Notes.

Denison & Stephenson will erect a three-storey business block in Toronto to cost $15,000.

Dr. L. McKechnie will make alterations to his office building in Vancouver which will cost $10,000.

Vancouver will have new stations erected by the Great Northern and Northern Pacific Railways.

The total value of building permits in Toronto for 1908 was $12,447,467, as compared with $14,225,800 during 1907.

The building permits in Stratford during the past year totalled $136,545, as compared with $641,485 of the year previous.

The number of building permits issued in Montreal during 1908 was 1,283, and the aggregate value $4,317,753, which was $3,343,903 behind the year previous.

It is understood that a new wing will shortly be built to the Ontario Legislative Buildings. In it will be located the library, archives, patent surveys department, etc.

Victoria, B.C., issued building permits to the extent of $1,121,140 during 1908. In the last fifteen years new structures have been erected in Victoria to the value of nearly $9,000,000.

Recent building permits in Toronto include: Mrs. M. Wright, dwelling, $3,500; Wm. H. Coon, pair dwellings, $3,500; R. C. Bustard, two dwellings, $4,000; J. T. Hutson, dwelling, $3,500; H. Huston, dwelling, $3,500; G. H. Weale, & Son, dwelling, $3,300; W. Hughes, pair dwellings, $4,600; Wilkins & Co., two dwellings, $7,000; John Houden, dwelling, $3,000; F. Courtmanche, dwelling, $3,200; F. G. Mara, dwelling, $6,000; W. H. Carter, dwelling, $2,200; Gratton Bros., dwelling, $3,600; W. Bebbington, dwelling, $3,000; Kay Bros., two detached dwellings, $9,000.

Municipal Undertakings.

Burlington carried a by-law in favor of a waterworks system.

Almonte carried a by-law to raise $15,000 for street improvements.

Hamilton carried a by-law to expend $65,000 on the extension of sewers.

The by-law to expend $3,000 on waterworks extension was defeated in Port Elgin.

The by-law to expend $60,000 on children's play grounds was defeated in Ottawa.

The by-law to expend $40,000 on septic tanks in St. Thomas was carried by a good majority.

The by-law to provide $12,000 for electric light department carried by a big majority in Barrie.

Meaford carried the by-law to put in a new filtering basin in connection with its waterworks system.

The by-law to enlarge the sewerage disposal system, involving an expenditure of $25,000, was carried in Stratford.

Galt defeated a by-law to raise $10,000 for good roads, and also a by-law to purchase additional land for park purposes.

Eight money by-laws for various works, including $25,000 for further power development on the Current River, carried in Port Arthur.

The Ontario Government have approved of the good roads proposals for Frontenac County. The total expenditure will be $160,000. There are 104 miles of road to be improved.

Three money by-laws: $30,000 to purchase Exhibition Park; $49,000 for Smith Street bridge, and $21,500 for street extensions already made, were defeated in Peterborough.

An ammonia plant is the latest civic revenue producer in St. Thomas. The 6,000 tons of coal carbonized yearly at the works will produce about 18,000 pounds of ammonia, giving the department a revenue of $900 yearly on an investment of $2,000.

The B.C. Government have awarded the contract for planking the streets and laying sidewalks on the central section of the Prince Rupert townsite to W. W. Forrester, of New Westminster, his tender being the lowest. The contract price is about $200,000.

In a score of municipalities in Ontario on election day by-laws were voted upon in connection with the Ontario Government power scheme. In all but two places—Brantford and Kingsville—the verdict of the ratepayers was favorable, which means that the scheme of Hon. Adam Beck will have to be extended and the operation of the Hydro-Electric Commission enlarged as far as Detroit and the St. Clair River. The work of the Niagara Falls Power Commission is evidently appreciated by the people. The places in which the by-law carried are: Amherstburg, Bothwell, Chatham, Comber, Dresden, Dundas, Elmira, Essex, Glencoe, Leamington, Norwich, Port Stanley, Ridgetown, Sandwich, Simcoe, Stratford, Tilbury, Tillsonburg, Walkerville, West Lorne, Windsor.

Public Buildings.

Elora carried a by-law in favor of a free public library.

Mount Forest carried a by-law to establish a free library.

The Carnegie Library by-law was carried in Strathroy.

Port Arthur will erect a Collegiate Institute, to cost $60,000.

Amherstburg defeated a by-law to erect a new public school.

The by-law to erect a new $20,000 high school was carried in Oshawa.

The citizens of Welland defeated a by-law to raise $15,000 for a new public school.

The by-law to issue $100,000 debentures for a new Collegiate Institute was defeated in Brantford by a majority of 783.

The by-law to expend $200,000 on hospital improvement and extensions in Toronto carried by a substantial majority.

The by-law to raise $30,000 for increased accommodation for nurses at the city hospitals in Hamilton was defeated.

By-laws to appropriate $15,000 for a ward school, and $3,000 for an isolation hospital were carried by large majorities in Waterloo.

Brantford defeated the by-law for a grant of $5,000 for a nurses' home in connection with the John H. Stratford Hospital in that city.

Ottawa carried a by-law authorizing improvements to the city market, but defeated a by-law to expend $60,000 on an extension of the city hall.

Niagara Falls carried three by-laws: $3,000 for a site for a new $45,000 armory; $8,000 for new fire hall, and $2,500 for a location for a $12,500 Carnegie Library.

The by-law to appropriate $5,000 for a consumptive hospital was carried in London. The by-laws to provide public swimming baths and public play grounds met with defeat.

News of the Paint Trade

PAINTING OF ROOFS.

The attention of property owners is directed to the wisdom of keeping tin roofs well painted. To those who are unfamiliar with such matters invaluable advice can be obtained from the average roofer who possesses reliable information as to the character of paint needed to properly protect exposed metal work. In this connection it has been argued that invariably where roofs, gutters, eaves, trough and such equipment are to be painted there is necessary also the services of an expert workman to make needed repairs before the painting is done.

Work of this character quite properly falls to the expert roofer, and is unquestionably not the province of the all-around mechanic. There is little want of evidence that some of the paints frequently used on such work, instead of being a protection from the elements, act as a live agent of destruction to the best sheet metal made. Good paint and good workmanship should go hand in hand, especially where roofs are concerned.

THE GROUPING OF CANS.

A miscellaneous number of cans with various colored labels should not be grouped together. It is not exactly bad taste to have several specialties in the window, but they should be strung out or scattered singly, never grouped together. Groups or pyramids should always be formed of cans of the same colored labels.

We would not be understood, says The Paint, Oil and Drug Review, as advising only one specialty in the window at a time, as we stated above that it is not bad taste, but we firmly believe that the best taste is the appearance of only one color of labels in the window at a time. For instance, suppose the labels of the cans are brown. If the flooring and back and sides of the window were covered with brown muslin or crepe paper the effect would be striking. One can easily picture the pleasing result of an all-brown effect. The back, if entirely draped, however, would shut out the light, so that part could be left open with good effect. The same hue predominating always lends richness. Brown cans look best in a brown window, just as a brown-haired girl looks best in a brown dress.

Then, of course, there are the color combinations to be made use of. If your cans are red and the flooring green the effect is lost. Cover your window floor with black cloth, bunching it in a loose draped effect around the edges to hide the bareness, and you have a pretty combination, red and black. Combination in color is an advantage in every situation. How particular a man is when he chooses the colors for his house. And how attractive his house appears if the colors are well matched. The same result is attained in the window; the dealer should be just as particular there in considering color or display. It is one of the fine points of the game which is well worth attention.

If you want to stock the VARNISH that will bring customers back to your store for more VARNISH, and tell their friends where to get good VARNISH, that VARNISH is undoubtedly

Elastilite Varnish

For Outside or Inside Use

In Tins only, ½ Pint to 1 Gallon.

Manufactured only by

The Imperial Varnish & Color Co.
LIMITED

TORONTO, CANADA

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

Bolts and Nuts

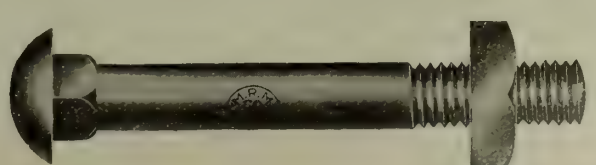
Everything in the line of Bolts and Nuts we can furnish.

Standard sizes we have in stock and can ship promptly.

Special Bolts made to sample without delay.

Specify "M.R.M." when ordering, as this brand is a guarantee of quality.

The Montreal Rolling Mills Co.



Paint and Oil Markets

MONTREAL.

January 8.—An after-holiday feeling of dulness pervades the paint, oil and varnish trades, and the general answer to inquiries as to business has been very much on the lines of "nothing doing." Travelers have this week been looking after their samples and putting their price books in order, previous to setting out on their spring campaign

Hardware dealers are now commencing to take stock. Owing to the character of the buying during last year many lines will be found unusually light. It would be wise, therefore, for merchants to cover themselves thoroughly when the travelers come round. Both manufacturers and jobbers are preparing for a heavy year, and dealers should have confidence to do the same thing. The markets have kept unchanged, and there has been an absence of life to each line with perhaps the exception of putty.

TURPENTINE—Turpentine, although feeling the after-effects of the holidays, has received a fair amount of attention. There is no change in figures, and we continue to quote 56c for single barrels.

LINSEED OIL—A quiet feeling has characterized the linseed oil situation. Shipments have been light, and prices are unchanged. We quote: Raw, 1 to 4 barrels, 55c; 5 to 9 barrels, 54c; boiled, 1 to 4 barrels, 58c; 5 to 9 barrels, 57c.

GROUND WHITE LEAD—Some few inquiries have been received, but they have been more of the nature of gauging the markets than for actual requirements. There is nothing to note in the situation, and we quote: Strictly pure, $5.50 to $6, according to brand; and No. 1, $5 to $5.50 f.o.b., Montreal.

RED LEAD—A few shipments have gone out, and the market is reported as being steady to firm. We quote: Genuine red lead, in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities $5.50.

COLORS—Nothing unusual has occurred in colors, and what may be termed the lighter class of paints and stains, although some firms report good booking of liquid paints for spring shipments.

PARIS GREEN — The Canadian manufacturers of Paris Green have issued a new price list as follows, subject, however, to change at any time. These prices are strictly f.o.b. Montreal. For delivery at outside jobbing points freight will be added. We quote: Government standard strictly pure Paris Green in barrels, about 600 lbs., 19¼c; arsenic kegs, 250 lbs., 19½c; 50-lb. drums, 20c; 25-lb. drums, 20½c; 1-lb. packets, 100 lb. case, 21c; 1 lb. packets, 50 lb. case, 21½c; ½ lb. packets, 100 lb. case, 23c; 1 lb. tins, 100 lb. case, 22c per pound.

VARNISHES—Owing to the larger shops having been closed during the holidays a slackness has prevailed in the varnish departments. The cheaper classes of quick drying house varnish, however, have been going fairly well,

WHITE ZINC—Some small packages have been shipped, but the tone of the market is dull. There is no change in quotations: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; White zinc ground in oil, pure, 8½c; N . 1, 7c; No. 2, 5¾c.

PUTTY—Putty has probably shown the best shipments during the week, the mild weather in Western Ontario having facilitated glazing operations. We quote: Standard putty, 800-lb. casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

January 7.—A pretty comfortable feeling pervades the paint trade this week. Travelers went out on the road last Monday and they expect to send in some good orders in a few days. Their optimism is contagious and jobbers themselves speak more than hopefully of the future. They speak with a "know" ring in their voices. Certainly a decidedly improved condition looms up than was the case a year ago, and on all sides the hum of activity is becoming more distinctly heard. Stocks are still low and buyers are enlarging their orders cautiously and conservatively. This is well, for while 1909 will show a big advance, industrially, over 1908, there will be no sudden jump of the boom variety. Rumors from England and various parts of Canada say that there will be a firmer tone to the paint market by the spring time, and that it is not unlikely that white lead will advance in price. Paris green prices for this year are out, and, roughly, are between five and six cents lower than last year.

TURPENTINE—In regard to this line Savannah reports say that although there was an anticipation that on account of the holidays there would be an accumulation of turpentine on the market and possibly a slight decline, really no weakness has been experienced in the price, but the market has opened with an unexpected strength and considerable buying, and all the goods that were accumulated Christmas week were readily disposed of at regular prices, and the later part of last week indicated an advance of from ¼c to ½c per gallon. Local prices remain as they have been for the past two weeks, 57c in one barrel lots, and 56c in larger quantities. One house, however, quotes 55c and 54c.

LINSEED OIL—There has been no change in the linseed oil market. As travelers have all been home for two weeks past, business has been very dull. A change in this regard will, no doubt, take place right away, as the representatives of the paint and oil houses are now out. Everyone is aware that the present Canadian price is below the figure at which oil could be imported, so

Not a Minute Too Early

to give serious thought to taking up the "ENGLISH" LIQUID PAINT Agency, for next Spring.

The dealer in your town who has a stock of these well-known, well-advertised and well-liked Paints, will get the trade.

Our Advertising Department, our Co-operative Business Methods, our Best Prices and a complete line of

"English" Liquid Paints

are at your service.

Let us talk business with you.

Address,

BRANDRAM-HENDERSON, LIMITED

Montreal **Halifax**
St. John **Winnipeg**

HERE'S A TALKING POINT

for Moore's Pure Linseed Oil H. C. Paint, that you can use with telling effect:—The price is lower than that charged for other paints which claim high quality because we do not spend large sums in extensive advertising campaigns. We put the money *into the paint.* We use only pure linseed oil; the purest pigments obtainable; and we give our paint absolutely thorough grinding.

HERE'S THE PROOF

Take a clean board and give it one coat of Moore's Pure Linseed Oil H.C. Paint any color. Then take a few more clean boards and paint them with a coat each of any other prepared paints on the market. *Then compare results!*

WRITE FOR COLOR CARDS AND PRICES.

Benjamin Moore & Co., Limited
Manufacturers of
Paints, Colors, Varnishes and Muresco

West Toronto : : : : Canada
New York Chicago U.S.A. Cleveland

A. M. BELL & CO., Halifax, N.S., Agents for Nova Scotia, P.E.I. and Newfoundland

that any change that may take place here is pretty sure to be for an advance. Quotations are yet at 55c for raw and 58c for boiled.

PARIS GREEN—The prices for 1909 are here published. They are, of course, f.o.b. Toronto. Barrels, about 600 lbs., 19½c; arsenic kegs, 250 lbs., 19¾c; 50-lb. drums, 20¼c; 25-lb. drums, 20¾c; 1-lb. packets, 100 in case, 21¼c; 1-lb. packets, 50 in case, 21¾c; ½-lb. packets, 200 in case, 23¼c; 1-lb. tins, 100 in case, 22¼c. These prices are for Government standard pure Canadian manufactured Paris green.

GROUND WHITE LEAD—Jobbers are waiting to fill spring orders, and it is likely good trading will be done. Rumor says this line will advance before long. At present quotations are at the old figures, pure $6, and No. 1, $5.65. Genuine red lead is $4.50 in casks, though one house is asking $4.80.

STAINS AND VARNISHES—These lines, with ready mixed paints, are quiet just now. Prices are unchanged. Before spring comes round these lines are expected to be active again.

GLASS AND PUTTY—Quotations are still at thirty off box list and fifty off pane list. There is likely to be no change until the spring. Trade is quietly steady. Putty, too, remains unchanged. Pure bulk, in casks, is $1.80 to $1.90; ordinary, $1.60 to $1.70; pure, in 100-lb. drums, $2.15 to $2.25; ordinary, $1.90 to $2; bladders in barrels, pure, $2.10 to $2.20; ordinary, $1.85 to $1.90.

PETROLEUM—Splendid business is being done, the long nights conducing to much trading. Old quotation figures still hold. Prime white oil is at 13½c; water white, 15½c; and Pratt's Astral, 17½c a gallon.

KEEP STORE BEFORE PUBLIC.

The greatest results from advertising and publicity expense indulged in by the dealer generally come in long after the indulgence happens, says the Paint, Oil and Drug Review. Keep your name before the people. When they want to buy paint, they first will think where they are to get it. Have they ever heard of you? If they have seen your name in the papers and your many circulars, your name will flash immediately into their minds. An attractive window is another booster of your name. And here is where mechanical display shows its value. Suppose you have in the window the likeness of a human figure constructed of paint cans. There are no cards in the window recommending painting nor is there anything calling attention to the particular kind of paint. It is just a startling figure, an object which will command the attention of nine out of ten that pass. They stop to admire it for it demands more than passing attention. Here are some of the thoughts that would enter into everybody's mind: "There is something original," "That storekeeper is a clever fellow," "He must be prosperous and doing a big business or he couldn't afford the expense." The main thought is, there's an up-to-date paint store, a paint store that is a paint store. Many will look for the name up above, and no one will forget where that store was located. Whenever, months or years after, the time comes that they desire to paint, they will have to think of a paint store. Isn't it natural to believe they will think of that store? It is the only one they can think of, because it was the only one that attracted their attention. In the cities your store has got to attract or the people in your district will buy downtown. In the country your store has to be more attractive than your rivals. That is, you must keep your name stronger and more impressively before the people than do your rival competitors.

So here we have shown the greatest result from newspaper advertising. The indiscernible result, but which, nevertheless, is so natural, that it must be true. Also the advantages from these mechanical windows, the ones formed of objects entirely foreign to the thought of paint, and which are laughed at by so many of the dealers to-day. Yet they are builders of that name of yours, and some day you will realize that the popularity of your name is the greatest trade puller that you've got.

ANTIMONY PAINT.

Within the last few years, and more particularly in France and Italy, white antimonial pigments have come into use for first-class paints, and are growing in favor. Antimony is rarely met with native, though it is abundantly found in combination with sulphur, as antimonious sulphide, forming the mineral antimonite or antimony glance, which resembles lead in color, is brittle, and forms the raw material of most of the other compounds of the metal. According to the most recent statistics available, the production of antimony ore in France amounted to 12,500 metric tons, and 2,400 tons of metal, whilst Italy produced 5,000 tons of ore and 327 tons of metal, whilst China accounted for 2,000 tons of ore and 1,850 tons of regulus. Other producing countries are Spain, Canada, the United States and South Africa.

A number of prosperous metallurgical companies are engaged in the antimony industry in France and Italy, one of the largest being a Franco-Italian company at Genoa. The Italian works of this company now produce antimony pigments exclusively, the French works turning out metal as well, though the proportion of the latter is declining by reason of the profitable nature of the pigment industry. Both the French and Italian Governments are fostering the employment of antimony pigments, which are non-poisonous and are more stable (especially with regard to fastness to light) than zinc white. There is also a growing trade with England, and it seems highly probable that other antimony works will abandon the production of metal in favor of the oxide and sulphide.

THE C.P. CO.

THE CANADA PAINT COMPANY'S COLORS and VARNISHES are made absolutely by themselves. This insures uniformity.

THE CANADA PAINT COMPANY'S VARNISHES are made for all who are looking for a good article properly manufactured at a fair price.

THE CANADA PAINT COMPANY'S COLORS and VARNISHES are tested and reported on by their practical staff before shipment.

THE CANADA PAINT COMPANY'S LIQUID COLORS after being well stirred in the can by the purchaser will flow smoothly and evenly.

THE CANADA PAINT COMPANY will cheerfully mail color cards to show the scope and variety of their manufactures.

THE CANADA PAINT COMPANY wishes to state that microbes, germs and dry-rot have "no habitation or abiding-place" where their paints, colors, stains or varnishes are used.

THE CANADA PAINT COMPANY'S COLORS should be applied wisely and well. They will be found to be very economical.

THE CANADA PAINT COMPANY has a good class of customers who are desirous of selling a good class of paint and varnish.

☞MORAL—Pin your faith to

THE C.P. CO.

FOR

1909

YOUR PAINT BUSINESS

What is it? Just what you make it! Some people would have you believe they make it. Very true!—Perhaps. Everybody concerned makes it—**you** in particular. How are you doing it? Are you starting right? Look at this.

We have proved every word of it over and over again. Reliable dealers all over Canada will say so. This is the brand they handle.

Let us help you to get the paint business in your section. We can get it with

RAMSAY'S PAINTS

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 The Paint Makers

Better Business This Year

Resolve on it; and to give yourself a clear start determine to specialize

New Era Paint

Here is its composition—

Pure White Lead; Oxide of Zinc; Pure Linseed Oil; Turpentine and Turpentine Japan Dryers. New Era Paint will cover more surface, last longer, hold its color better, stand the changes of weather and give a more brilliant finish than any other prepared paint.

Write for prices

Standard Paint and Varnish Works Co.

Limited

Windsor, Ontario

IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

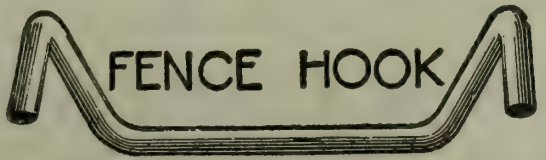
MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK ***For Fastening Wooden Picket or Wire Fences***



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Elastic Durable Quick-Drying
ELASTICA FLOOR FINISH

This is an exceptionally fine preservative that retains its lustre and protects wood under the severest wear and washing. It does not mar, scratch, white or spot. It is extremely elastic and yields with the wood under heel-blows. It works easily and dries free from dust in from four to six hours. It hardens over night sufficiently to be rubbed. One coat is sufficient on painted or old floors, Linoleum or Oilcloth.

Sold in Sealed Cans Only **Write us for Prices**

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

CANADIAN SILVER WHITE ENAMEL

For Interior Decoration

is superior to any other White Enamel made in Canada and no imported Enamel of equal quality can be offered at as low a price.

Your customers, whether **Professional Decorators, Manufacturers or Householders,** will find it just what they want for decorating large surfaces or small articles.

It works freely under the brush, dries with a brilliant gloss and it will **never turn yellow.**

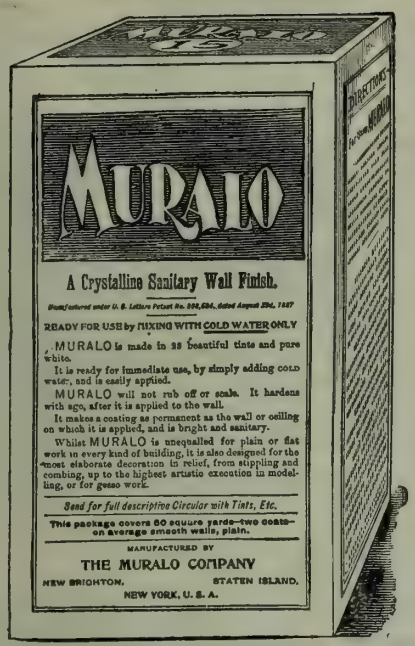
To prepare the surface for the Enamel, use ISLAND CITY White Primer. Ideal for the purpose owing to its exceeding whiteness, its great "body" or covering capacity and its surpassing fineness.

MANUFACTURED BY

P. D. DODS & COMPANY, LIMITED
264 St. Patrick St., MONTREAL

MURALO

SANITARY WALL COATING



Western Canadian Agents
ASHDOWN HARDWARE COMPANY
Winnipeg, Manitoba

Muralo is the pioneer of Sanitary wall coatings —and for 15 years has enjoyed the largest sale, chiefly because it will, under any circumstances, give superior results. Muralo is made in 28 beautiful tints and has remarkable covering power, spreading qualities and artistic finish.

SHOULD BE HANDLED BY ALL HARDWARE AND SUPPLY STORES

SOLE MANUFACTURERS

THE MURALO CO.

NEW YORK

The Largest Manufacturers of Water Paints in the World.

Canadian Agents:
A. RAMSAY & SON CO.
MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Clothsand Papers, etc
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

MARTIN'S
Low - Down - High

Store Ladders for busy merchants.
Store Ladders for conveying merchandise to the shelving.
Store Ladders for placing goods on the shelves.
Store Ladders for taking goods from the shelves.
Store Ladders for filling orders quickly.
Store Ladders for taking stock inventory.

Prices may be obtained from my Patent Attorney,

EGERTON R. CASE, Temple Bldg., **Toronto**

Sticks Everything
But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need ?

IT MEANS MONEY TO YOU ALSO. WHY NOT BE OUR AGENT ?

DILLONS LTD., 455 St. Paul Street
MONTREAL

Write to-day, we need you and you need us.

SOMETHING NEW IN FENCE

The "Leader" Woven Wire Fence does not bow or sag when erected. It is made of all No. 9 hard galvanized wire, with double-grip lock.

GATES, WIRE and FENCE SUPPLIES

Hardware Merchants wanted to handle our Good

LEADER FENCE

Frame & Hay Fence Co., Ltd., Stratford, Ont.

Phone College 4877

JONES BROS.

302 Christie Street, Toronto

Stove Brick **Stove Castings**
Fire Clay **and Water Fronts**
Asbestos Cement
Brick for Fire Places

Are you interested in any of the lines that are advertised ?

A Post Card will bring you price list and full information.

Don't forget to mention HARDWARE AND METAL.

"Brantford" "Roofing"

is made in three different styles

Asphalt, Crystal and Rubber

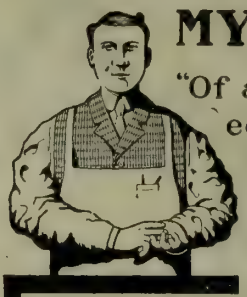
Samples and catalogue of this most complete line free on request.

Brantford Roofing Co., Limited

BRANTFORD, - CANADA

SELLING AGENTS:

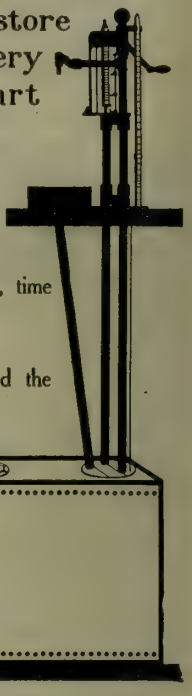
Montreal Branch - - - 327 St. James Street, Montreal, Que.
General Supply Co. of Canada, Limited { 219-221 Bank Street, Ottawa / 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co. - - - - - - - - Sherbrooke, Que.
Fleck Bros., Limited - - - - - - - - - - Vancouver, B.C.
Imperial Export Co. - - - - - - - - Toronto, Ont.



MY BEST FIXTURE

"Of all my modern store equipment the very last I would part with is the

BOWSER
SELF MEASURING
OIL TANK



That's because the Bowser is the biggest money saver—it saves oil, time and labor.

Wouldn't you appreciate this?

It keeps the oil pure, the store clean, and the groceries free from any oily smell.

Wouldn't your customers appreciate that?

Send a postal for Bulletin 5454. It tells how to make oil pay big.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application**

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

St. Catharines

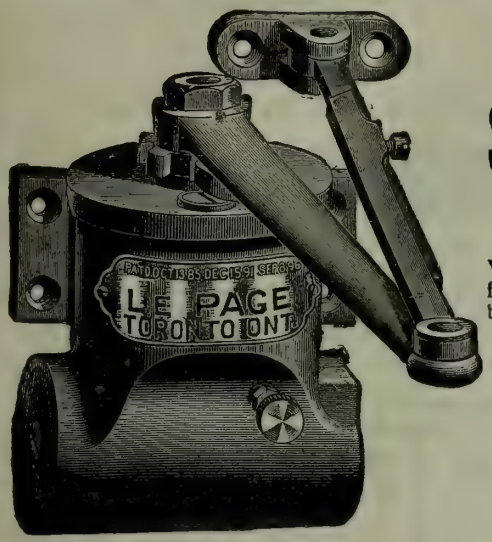
Ontario

W&B
TRADE MARK

W & B CO
TRADE MARK

Easy to Adjust—Always Satisfactory

LePage's Oil Door Check and Spring



We also manufacture an unbeatable line of

BOTTOM STOPS

It will pay you to write at once for our Price List

LePage Door Check Mfg. Co.

237 Lansdowne Ave., TORONTO
PHONE PARK 1086
WM. KEATING, Manager

Atkins Silver Steel

Segment Ground

Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNicol, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N, S.

WINTER RESORT—Queen's Park Hotel

PORT OF SPAIN, TRINIDAD, B.W.I.

John McEwen, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. James K. Paisley, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA

Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.

Open Now. Closes on May 1.

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES ?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you too.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd., Makers, PONTARDAWE, Wales

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 80 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont

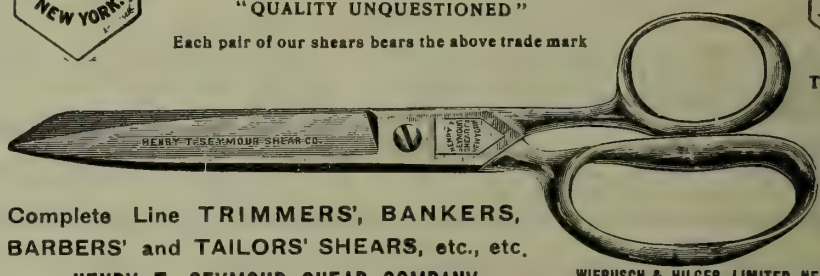
SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

Are you interested in any of the lines that are advertised ?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

SASH WEIGHTS

Hundreds of tons carried in stock for you and we guarantee prompt shipment. Write at once for a copy of our Monkey Book and for prices.

The Buchanan Foundry Company, - Lebanon, Pa.

FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED

LONDON, ONTARIO

HERCULES

Sash Cord

Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

MENSURATION
FOR
Sheet Metal Workers

By Wm. Neubecker

This new exhaustive book gives in detail examples in computing the circumferences, areas and capacities for various shapes arising ordinarily in shops, including the areas of heating and ventilating pipes making them equal to those of pipes of other profiles. All the rules and tables are fully explained and easily understood.

72 Subjects 70 Figures

Price 50c., Postpaid

All orders payable in advance)

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Technical Book Department
10 Front St. East, - TORONTO

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

YOU WANT MORE BUSINESS

No matter how busy you may be, you could stand more business, couldn't you, Mr. Dealer? That's the way with most men, anyway. Why not push the roofing business? We have an immense stock of leading lines to supply you with, and our prices for quality have been declared unequalled in Canada. Have you ever handled our "Genasco" Ready Roofing?

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

January 9, 1909

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, th lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ... .per lb...	0 09½
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 60
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Met al Company—Imperial,genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 26
" seamless base	0 26

Copper tubing, 4 cents extra.

COPPER. Per 100 lb.

Casting ingot..........	15 50	15 00
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz......		21 00
Plain, 16 oz,, 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base................		30 00
Braziers' (in sheets). 4x8 base...		0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 50
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60

Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60................	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ..	3 70	3 50	3 65	....
22-24 ..	3 95	3 75	3 75	4 05
26........	4 20	4 00	4 15	4 30
28........	4 45	4 25	4 35	4 55

Less than case lots 25c. extra

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 50

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2 ..	....	18 75
Middlesboro, No. 3 pig iron..	19 50	21 00
Summerlee, No. 2 " ..	20 50	21 50
Carron No. 1	22 50	....
Carron ,special......	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor. charcoal iron........	32 00	32 50
Ferro Nickel pig iron (Soo) ...	....	25 00
Angles	2 60	2 50
Common bar, per 100 lb......	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 25
Mild steel............	1 90	....
Sleigh shoe steel............	1 90	2 05
Iron finish machinery steel (domestic)	2 00	2 05
Iron finish steel (foreign).. .	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 05
Sheet cast steel.....	0 15	0 15
Toe calk steel...............	2 40	2 75
Mining cast steel....	0 07½	0 08
High speed	0 60	0 60
Capital tool steel............	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel.............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 00 33 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C,14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base..........	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	6 75

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "		8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 70	3 75
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 50	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 12¾
Light copper bottoms	0 10½	0 11
Heavy red brass....	0 10½	0 11½
" yellow brass	0 08½	0 09
Light brass................	0 06½	0 06¾
Tea lead.......	0 02½	0 02½
Heavy lead...............	0 02½	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap,No.1	12 50	14 00
Stove plate................	11 00	12 00
Malleable and steel	9 00	8 00
Old rubbers....	0 08	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 70 per cent.
High grade compression work, 65 p c.
Cushion work. 55 per cent.
Fuller work, 75 and 10 p.c.; No. 0, 80 p.c., and 1 and 2 basin cocks, 75 and 10 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway. 50 and 10 p.c.
J. M T. Globe, Angle and Check Valves, 55; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass. Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " ...... "	1 50
No 7 Fuller's...... .... "	2 00
No. 4½, " .... "	1 85
Patent Compression Cushion, basin cock, hot and cold, each..........	$1.25
Patent Compression Cushion, bath cock, No. 2208, each...............	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon.Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4¾c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
[illegible] inch........	2 03	[illegible] inch........	[illegible]
[illegible] "	2 25	[illegible] "	3 08
[illegible] "	2 63	[illegible] "	3 48
[illegible] "	3 56	[illegible] "	4 71
1 "	5 11	1 "	6 76
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 9
4 "	33 48	4 "	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 70; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 55 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb......	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ .... per lb.	0 33	0 35
2-lb. or over .... "	0 30	0 32

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping.........................	0 18½	0 18

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05½
" flaked......................	0 05½
Green copperas (green vitrol)........	0 01
Sugar of lead............	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green "	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons..........	0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

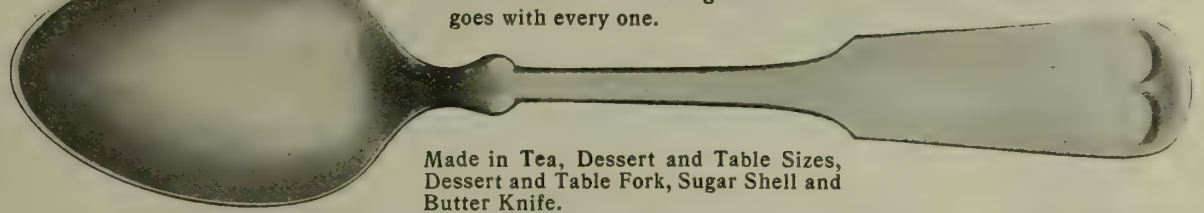
Barrels.........................	0 24[illegible]
25-lb. drums............	0 25[illegible]

PIGMENTS.

Orange mineral, casks........	[illegible]
" " 100-lb. kegs	0 09½

A Steady "Year-Round" Seller

Our "Tipped Pattern" and our Nevada McG. C. Co.'s guarantee goes with every one.



Made in Tea, Dessert and Table Sizes, Dessert and Table Fork, Sugar Shell and Butter Knife.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.

DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

PREPARED PAINTS.

Barn (in bbls.) 1 gal. tins	0 70	0 90
" 5 gal. tins	0 65	0 85
Sherwin-Williams paints,		1 00
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Pure.	Ordinary.
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 55 0 57
Linseed Oil, " raw	0 55 0 55
" " boiled	0 58 0 58

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 15	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 50

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps Brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50
Flattine floor finish, per gal		3 00
Elastica exterior finish, 1 gal. can		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2.25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " "	1 05
2 Ply complete, per roll	1 25
3 "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, per barrel	1 70	1 75
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
Iron Clad" paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 to 60 per cent.
Peterboro, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks. 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Peterboro, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 20	2 40
Solid "	1 50	1 75

SASH CORD.

Per lb	0 25	0 26

BLIND AND BED STAPLES.

All sizes, per lb	0 07½	0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	2 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.		4 40
" " 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

TRADE B MARK

Amatite ROOFING

Needs No Painting

If you had a sample of Amatite in your hand you would see in an instant why it needs no painting or coating to keep it waterproof.

It has a rough surface of *real mineral matter* on the weather side.

It is evident to anyone that it is no more necessary to paint such a surface than it is necessary to paint a stone wall. Stone needs no paint; neither does Amatite. It is strong enough in itself to bear the brunt of rain and wind and sun without a protective coat of paint.

To paint Amatite would be a waste of time and trouble.

Amatite will last for many years without any care whatever. It is made to be *trouble proof* as well as *weather proof.*

A roofing that consists of smooth materials, made to receive a heavy coating of paint, is not a roofing at all—the paint is the real roof. If you are told that certain roofings don't need painting when first laid, don't be deceived into thinking that they are like Amatite. The first coat of paint has been applied at the factory—that's all, and it will wear off in a little while and require renewal.

No paint is good enough to make a durable roof; a thick layer of pitch faced with a real mineral surface, is far better—and that means Amatite. **Free Sample and Booklet**—A Free Sample with Booklet will be sent on request to our nearest office.

Paterson Manufacturing Company, Limited Toronto Montreal Winnipeg St. John, N.B. Halifax, N.S.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing............ 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.......... 1 00
Ivory, No. 1282, 2 foot, each.... ...... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14, 75 and 2½, doz.......... $23 00
Iron, No. 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English ass skin, No. 1921, 66 ft., doz. 2 85
Universal ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No 404, 66 ft, each.... 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's, linen, No 1822, 66 ft. ea. 1 10
" steel, No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅝ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail................		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................. " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net.................. 8 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews'.............. 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10½
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11¼
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's...................... .... 0 13½
Berg's, per lb...... .... 0 12½
Brook's...................... .... 0 12¼
Pipe Vise, Hinge, No. 1....... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise...................... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts..................	60
Bolt Ends.....................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list......	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4¾c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d..........................	3 80	3 25
3d..........................	2 85	2 95
4 and 5d....................	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d..................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10, 2½ p.c.; Centre Fire Pistol Cartridges, 25. 2½ p.c., Centre Fire Sporting and Military Cartridges, 10, 10 p.c.; Primers 10 2½ p.c.; Brass Shot Shells, 45, 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 20 p c; "Sovereign" Black Smokeless Powder, 25 and 15 p.c; "Regal" Shells Dense Smokeless Powder, 25 and 15 p.c.; "Imperial" Shells both Bulk and Dense Smokeless Powder, 25 and 15 p c.

EMPTY SHELLS

Empty Shells 20 p.c. 90 days net.

Wads.	per lb.
Best thick brown or grey felt wads, in ¼-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 2[illegible]
Thin card wads, in boxes of 1,000 each, 10gauge.....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges..................	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	[illegible] 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized ereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.; spring 40c. upwards.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's...............	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

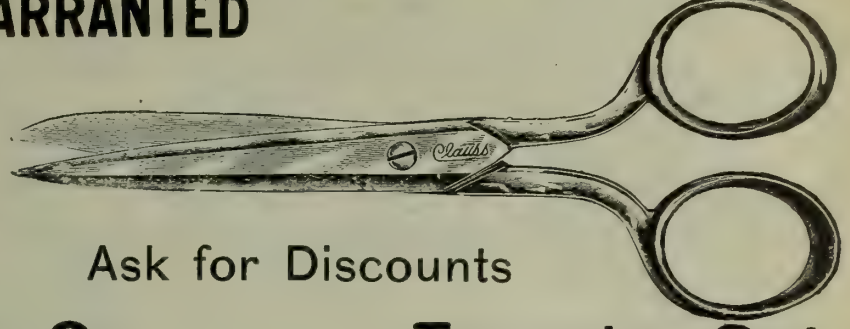
PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Clauss Brand Ladies' Scissors

FULLY WARRANTED

Our Eastern Pattern Ladies' Scissors. This is an exceptional scissor, adapted for clean-cutting work where stiffness of blade is required. Hand forged from finest steel.



Ask for Discounts

The Clauss Shear Co., - Toronto, Ont.

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 5 and 10 per cent.

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 50 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $2.50; 3 in., $3.35; 4 in., $4.45; 5 in., $6.00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary per 100 ft. 3 00

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, 25 per cent
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per doz. extra.
Prism lobes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32
7-inch "	1 47

Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.75; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. 2 50 Galvanized 2 75

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal.—100 lb., Nos. 4 and 5, $3 95; 6, 7, 8, $3 40; 9 $2 90; 10, $3.45; 11, $3 50; 12, $3.05; 13, $3.15; 14, $4.00 F O B Pittsburg Nos 4 and 5, $2.30; 6 7 and 8, $2 25; 9, $2.25; 1 , $2.30; 11, $2 35; 12, $2 40; 13, $2.50; 14, $2 00; less than cars, 10 cents higher. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2 25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	2 85
Galvanized, plain twist	3 20

Galvanized barb, f.o.b. Cleveland, $2.65 for small lots and $2.55 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star and spring	0 90	1 10
Folding ironing boards	16 25	18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	8 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse and Snowflake	54 00
Dowswell	39 00
New Century and Bluebelle	75 00
Daisy	54 00
Stephenson	74 00
Spotless	69 00
Puritan Motor	156 00

WOODEN PAILS.

Cane's wire hoop 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in. "	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M		2 25
Small heel "		4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09½
Pure Manilla	0 12
"British" Manilla	0 10
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ¼ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet per doz.	0 85
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" " 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " manilla	0 09½
600 " "	0 11½
650 " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 40
Arkansas "		1 80
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb "		24 00
" 200 lb. and over		28 00

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Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,, Montreal.

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Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
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Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Boilers and Radiators
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Bolts.
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Canada Screw Co., Hamilton.
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Brass Goods.
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Morrison, Jas., Brass Mfg. Co., Toronto.

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Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
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Cattle and Trace Chains.
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Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
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Clothes Reels and Lines.
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Corrugated Fasteners
Acme Steel Goods Co., Chicago, Ill

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Heinisch's, R., Sons Co., Newark, N.J.
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Hamilton Rifle Co., Plymouth, Mich.
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Ice Cutting Tools.
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Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
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Frothingham & Workman, Ltd., Montreal
Jardine, A. B., & Co, Hespeler, Ont.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son. Toronto.
Montreal Rolling Mills. Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Stairs, Son & Morrow Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.
Portland Cement.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.
Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Kampfe Bros, 8 Reade St., New York City.
Refrigerators.
McClary Mfg. Co., London, Ont.
Sanderson Harold Co., Paris, Ont.
Registers.
Hart & Cooley New Haven, Conn.
McClary's London, Ont.
Pease Foundry Co., Toronto
Rivets
Brantford Screw Co., Brantford, Ont.
Canada Screw Co., Hamilton, Ont.
Hassall, Jno., 183 Lafayette Street New York.
Montreal Rolling Mills Co., Montreal.
Roofing Supplies.
Brantford Roofing Co., Brantford.
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United Roofing & Mfg. Co., Philadelphia, Pa.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
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The Buchanan Foundry Co, Lebanon, Pa
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Sanderson Harold Co., Ltd., Paris, Ont.
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Montreal Rolling Mills Co., Montreal.
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Shears, Scissors.
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Dennis Wire & Iron Co., London
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Steel Shingles
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Stove Pipe.
Thos. Davidson Mfg. Co. Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
Stoves, Furnaces
Bowes Jamieson Co., Hamilton, Ont.
Canadian Heating & Ventilating Co. Owen Sound.
Davidson, Thos., Mfg. Co., Montreal
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Kemp Mnfg Co. Toronto
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Pease Foundry Co., Toronto.
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Lysaght John, Bristol, Newport and Montreal
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Pearson, Geo. D., & Co., Montreal
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Lewis, Rice & Son, Toronto
Revillon Bros., Edmonton, Alta.
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Canada Wire Goods Mfg. Co., Hamilton
Partridge & Sons, Hamilton, Ont.
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Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
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McArthur, Alex., & Co., Montreal.
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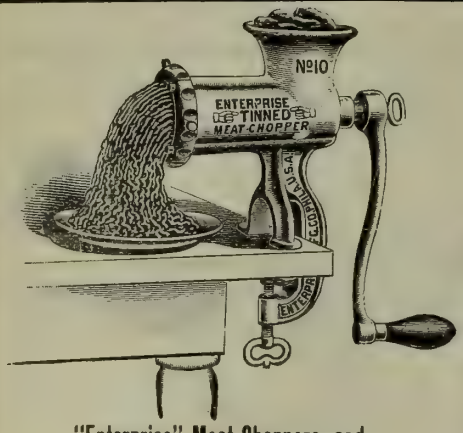
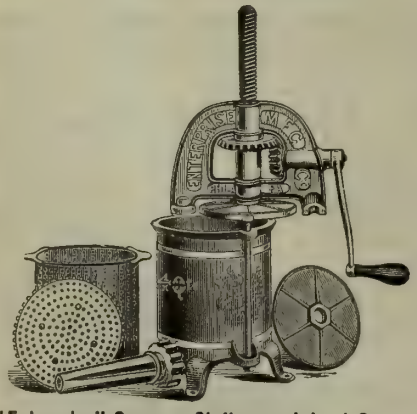


"Enterprise" Meat Choppers and



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A PRODUCT OF RECOGNIZED SUPERIORITY

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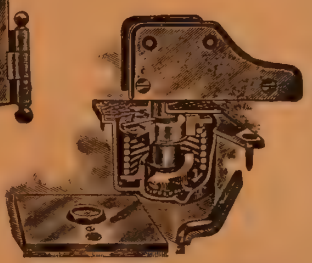

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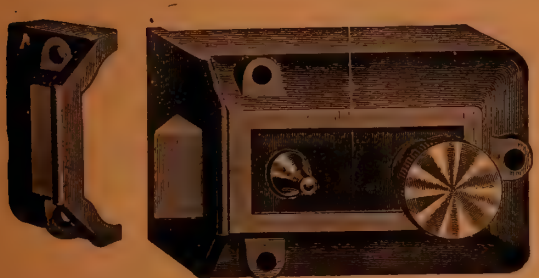

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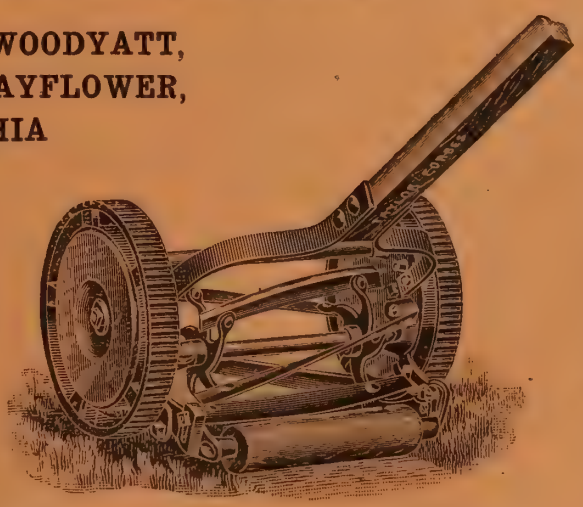

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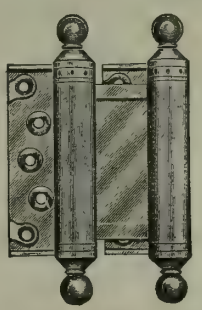

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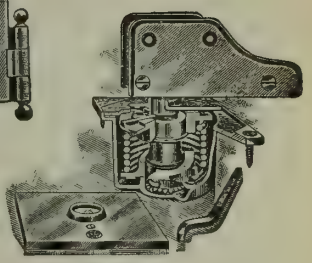

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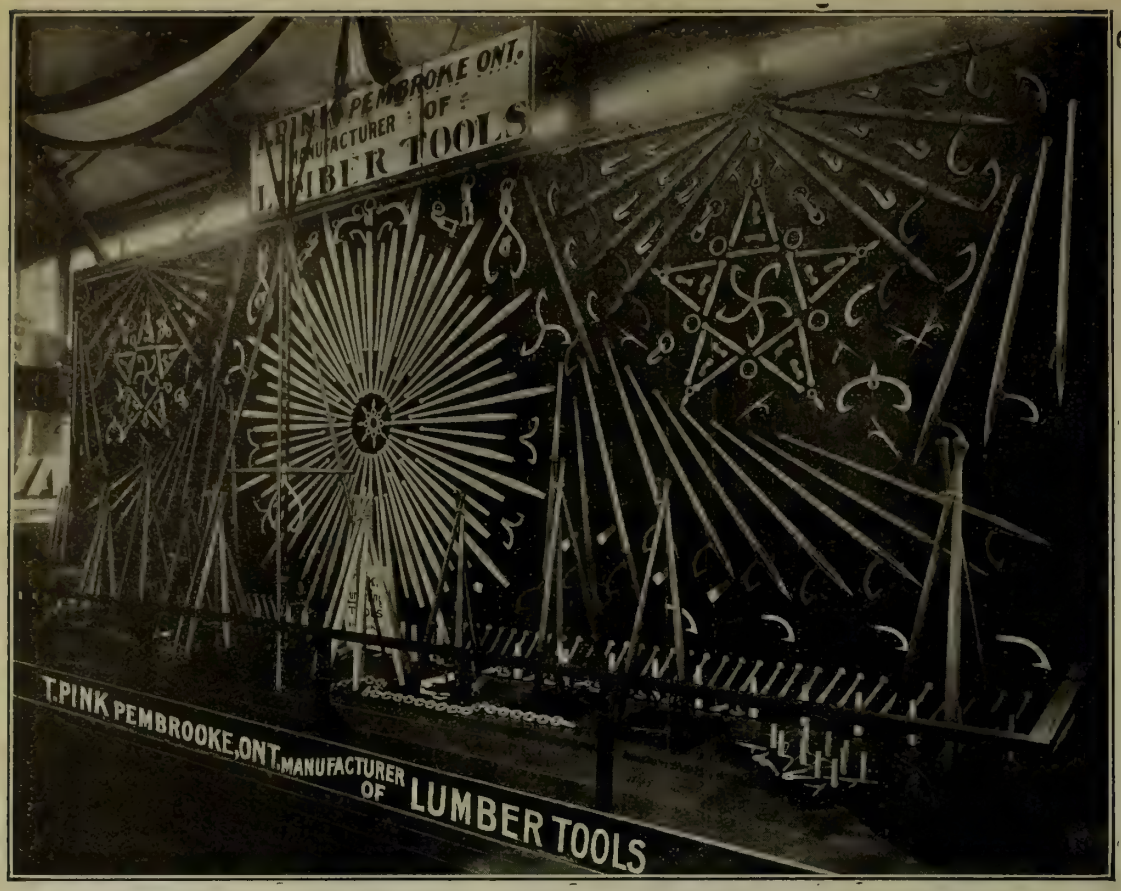

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Lawn Mowers

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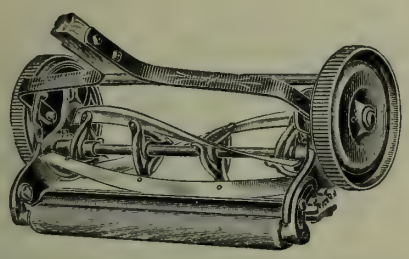
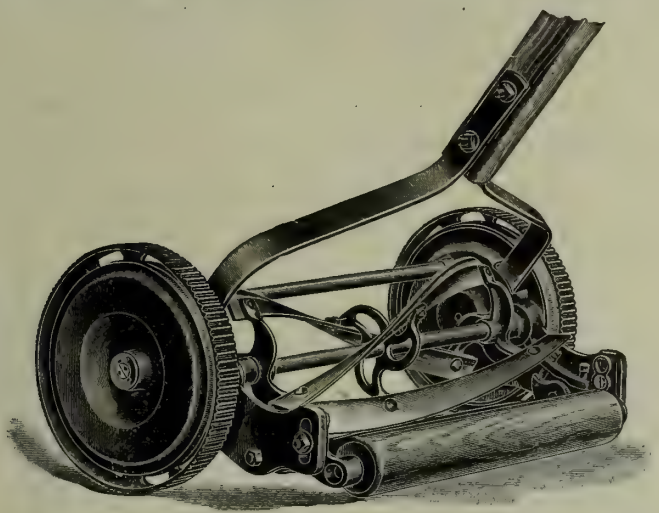
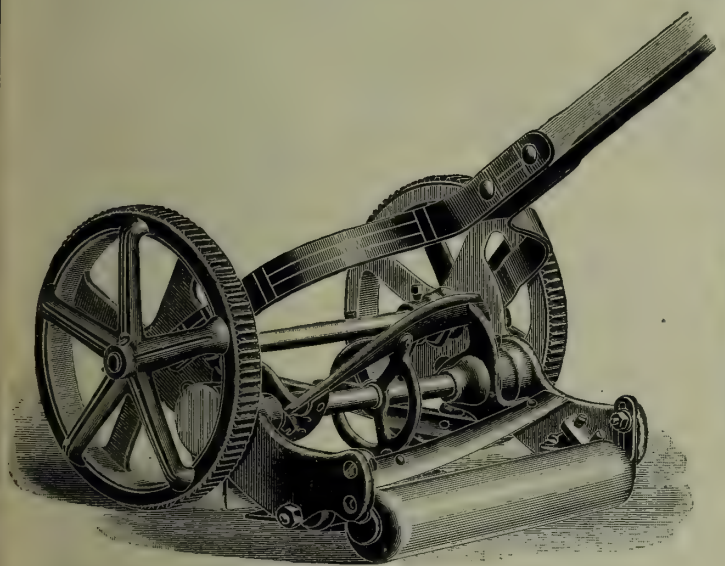


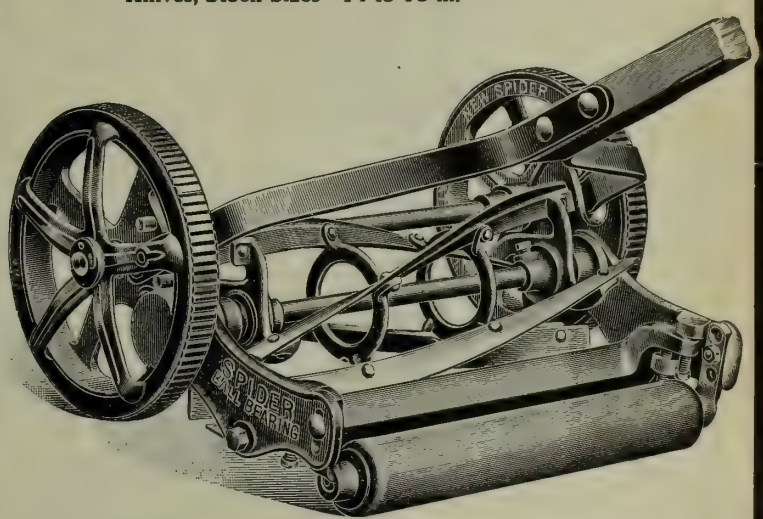
BALDWIN—Plain Bearing, 8-in. Wheels, Three Knives, Stock Sizes—12 to 18-in.



NEW ENGLAND—Ball Bearing, 8-in. Wheel, Three Knives, Stock Sizes—14 to 18-in.



BLACK DIAMOND—Ball Bearing, 10-in. Wheel, Four Knives, Stock Sizes—14 to 20-in.



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The above four are our specialties, and they are all trade winners—New Lawn Mower Catalog, just issued showing fourteen machines, and showing all Taylor-Forbes lines and in addition to those illustrated above, several high-grade American made machines. A post card will bring a copy of this catalog, and on request our traveller will call on you and show you samples.

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The Best Is None Too Good

when every minute counts. You are losing money by using slow-speed hoists. Why don't you get the best? If you do not know what they are, we will tell you right here that **The Round Spur-Geared Blocks** raise the load twice as fast and with less exertion than any other blocks made.

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Round Spur-Geared Block with gear case removed.

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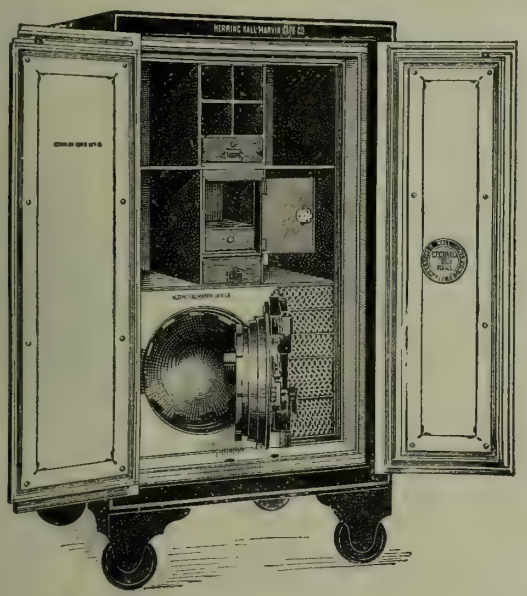

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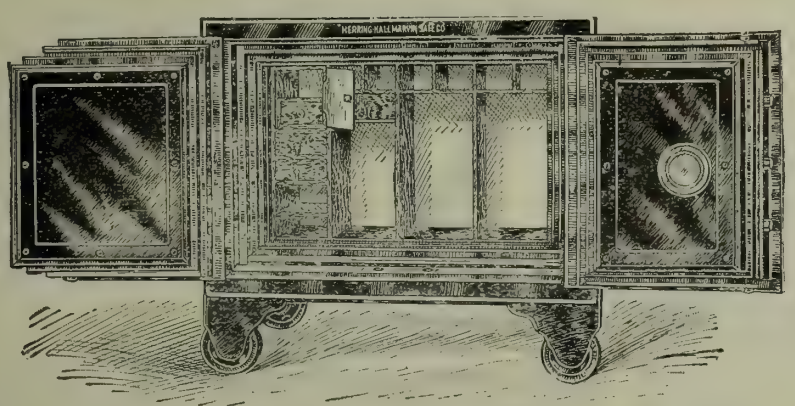
¶ We can supply a safe for every requirement.



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List Price $12.50

Same as other fourth Grades.

We are making a 4th Grade solid shank shovel under

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Ask your jobber for Bull Dog and Fox shovels, with Split D. Handles, and have the best that can be produced.

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HARDWARE MERCHANTS

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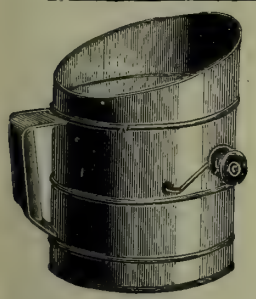
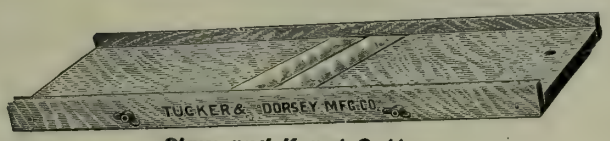
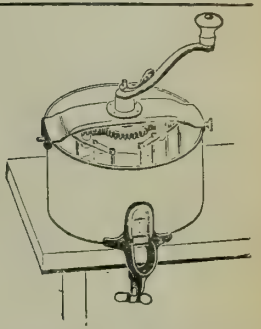


"Victor" Flour Sifter



Slaw and Kraut Cutters
Adjustable



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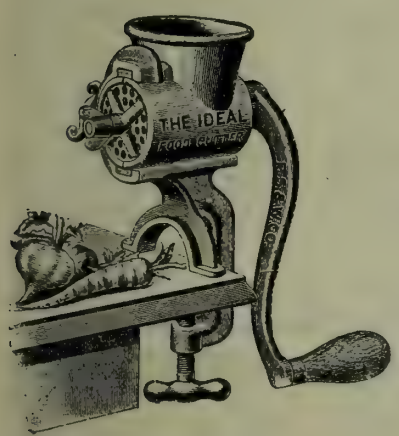
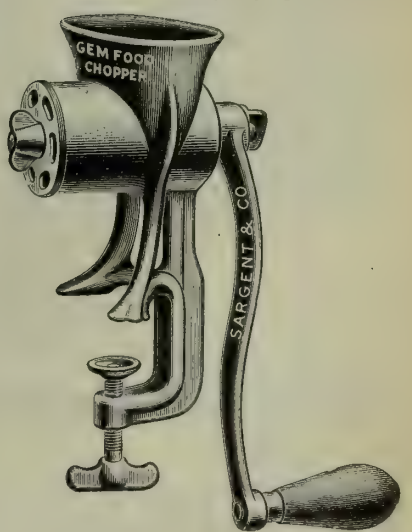
Capacity 1 gallon



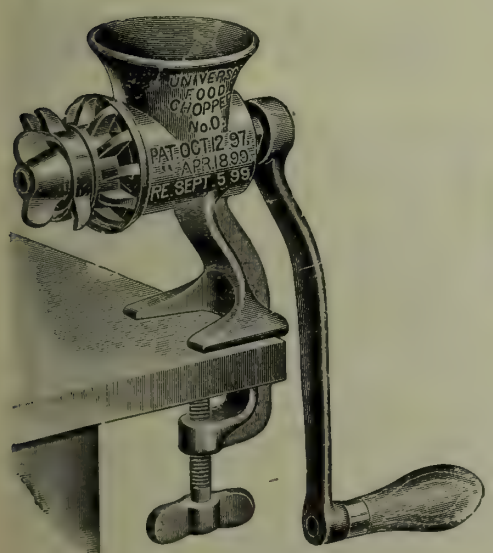
"Ideal" Food Chopper

"Universal" Bread Maker

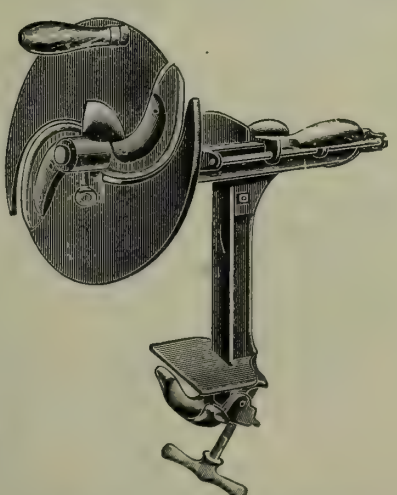
No.	Capacity	
4	4 loaves.	Heavy tinned sheet steel
8	10 "	" "



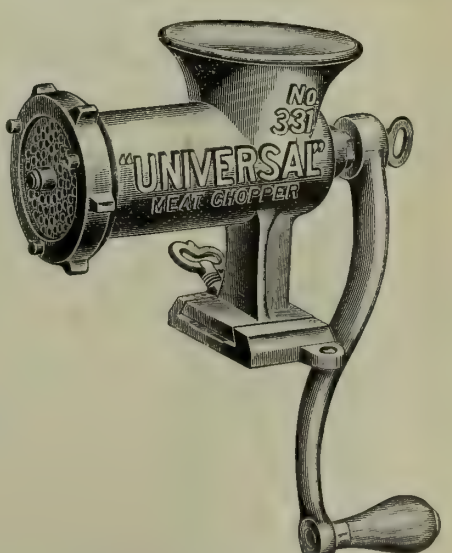
"Gem" Food Chopp r



"Universal" Food Chopper



"Sterling" Vegetable Cutters



"Universal" Meat Choppers

For other makes of Cutters see our Hardware Catalogue.

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Opposite Union Station

We Ship Promptly

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto

Our Prices Are Right

SEE THAT ALL **BUTT HINGES** YOU BUY

Bear the CRESCENT BRAND

Made in Bright Steel or Electro Plated

Our Finishes of Electro Plated in Planished or Polished

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Our BRIGHT STEEL BUTTS are THE ONLY PERFECT BUTTS made in Canada.

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Leave Your Money in the Country Wherein You Expect to Make Yours

When You Sell Clipping Machines Sell the World's Best

They cost you less than cheaply constructed imitations and give a lot more satisfaction

This Stewart No. 1 Ball Bearing Clipping Machine

is made with cut steel gears (not cast) hardened file hard and running constantly in oil; the highest grade flexible shaft and the world famed Stewart one-nut tension clipping knife.

We guarantee that it must please the man who gets it better than any other machine made, or it can be returned to us for refund of all money paid out including transportation both ways

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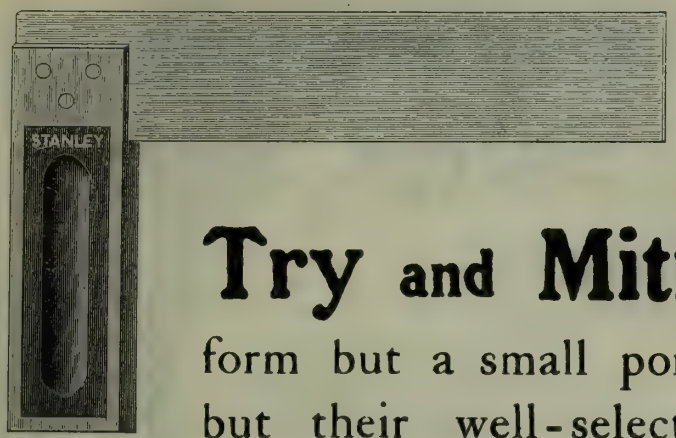
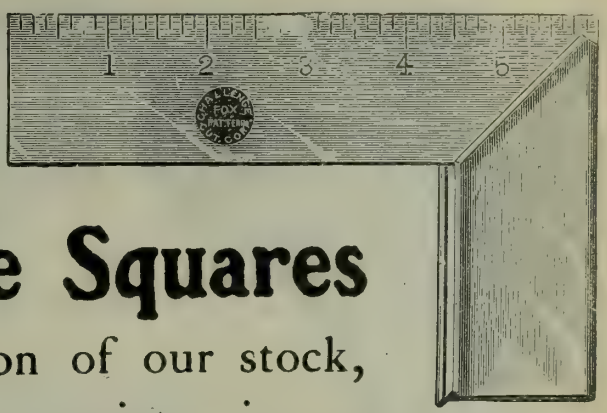


No. 10
Try Square



No. 2 Try and
Mitre Square

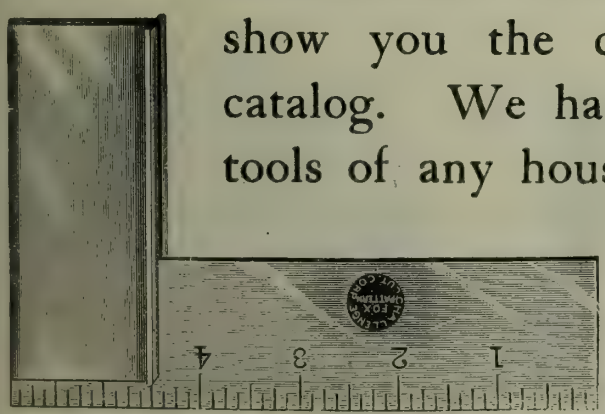
Try and Mitre Squares

form but a small portion of our stock, but their well-selected variety is an example of the care exercised by us in choosing the goods we offer you.

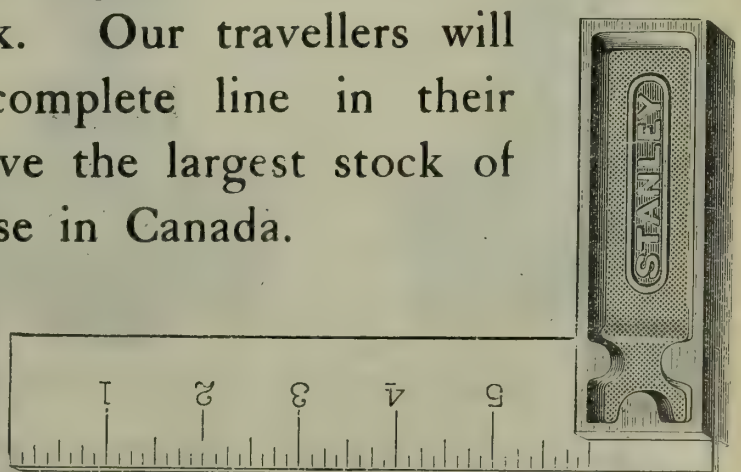
Our tool trade has always been especially satisfactory and it is due to the fact that we have the goods that sell and please.

We handle only tools that are well made, thoroughly tested, perfectly adapted to their intended use, and sell them under the maker's name and back up his reputation with our own.

The squares on this page are only a few of those we have in stock. Our travellers will show you the complete line in their catalog. We have the largest stock of tools of any house in Canada.



No. 1 Try Square



No. 12 Try Square

Caverhill, Learmont & Co., Wholesale Distributors Montreal and Winnipeg

Star Safety Razor

(The Pioneer)

is conceded by practical cutlers, and millions of users to be the **best Safety Shaving device in the world.** It is in a class by itself, being the **only Safety Razor** having an extremely keen **blade** that is made from double refined Sheffield steel that will **last for years** with practically no expense. It will pay dealers to stock **Star Safety Razors,** for with every sale they make a friend and customer. Why? Because they are giving value for money invested and selling an article that will positively give satisfactory results. (Over seven million have been sold in the past thirty years.)

Write for catalogue and export quotations.

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Catalogue and discount sheet sent on application.

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OFFICE & WORKS
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SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

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Copper Hardened

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Best Babbitt Value in the World.

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CAPITAL	$1,400,000.00
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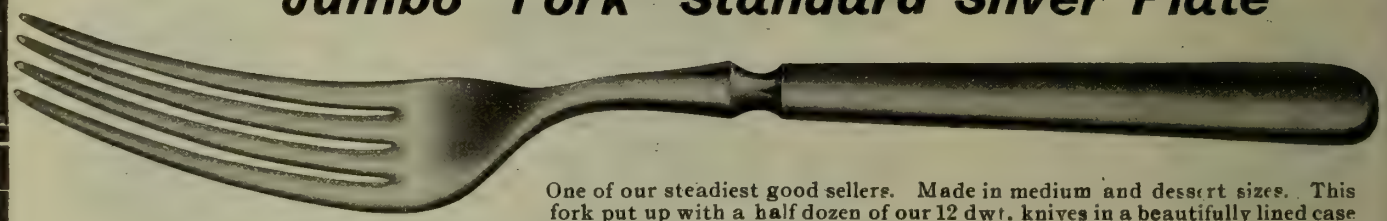

One of our steadiest good sellers. Made in medium and dessert sizes. This fork put up with a half dozen of our 12 dwt. knives in a beautifully lined case makes a handsome combination set.

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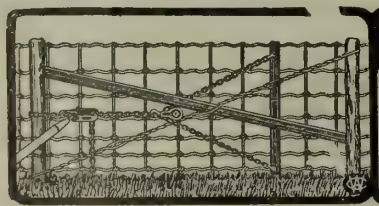

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Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
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WILL TURN ANY KIND OF STOCK

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Works: Don Speedway, also Victoria St., - - - TORONTO

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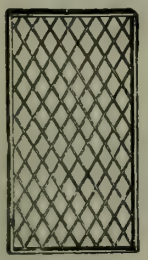

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Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

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Get After Hose Users

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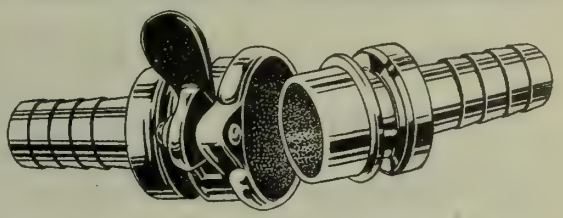

The Time Saving Coupler Co., Limited
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THE

Soss Invisible Hinge

When a door is shut you cannot see any part of a Soss Invisible Hinge. The Soss Hinge is built on an entirely different plan to the ordinary butt hinge, being superior to it for all purposes. On very fine work like book cases, ladies' desks, wardrobes, pianos, china cabinets, etc., the large manufacturers are using the Soss Invisible Hinge almost exclusively. Just as easy to apply as the ordinary butt hinge, too.

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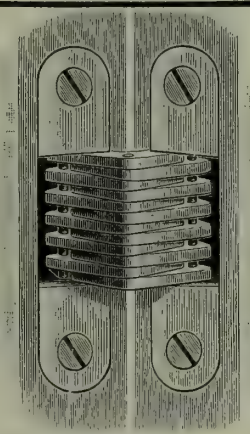

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Limited
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Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
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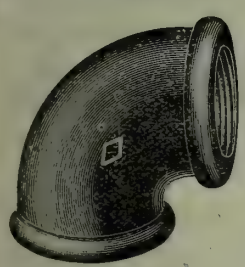

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trade mark on all your purchases of fittings.

"DIAMOND" Brand FITTINGS

are perfect in material, threading and finish. They are absolutely reliable.

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NONE GENUINE unless bearing the TRADE MARK

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C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

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Announcement

To the Wholesale Hardware Trade,—

The undersigned take this opportunity of advising their Hardware friends that they have entered into partnership and are established in the Manufacturers' Agency business in Montreal.

It is our intention at an early date to call personally on the trade, and we hope that by keeping closely in touch with our customers and by giving all business entrusted to us our personal attention, that we will secure a fair share of your valued orders.

COULSON & BLAIKIE

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XCELLS AND MAKE MONEY

These new Canadian Dry Batteries have made a reputation for themselves. They are guaranteed to have **NINE LIVES.**

You'll find them a very profitable and readily saleable line.

We Recommend XCELLS

Ask us for prices.

Prompt shipments from fresh stock.

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Hygienic Coffee Percolator

A very strong seller and can be used for either tea or coffee Furnished with our New Monarch Regulating Lamp and finished in polished brass, nickle plated, polished copper or silver plated. Capacity 2½ pints.

BUFFALO MFG. CO. - Buffalo, N.Y.

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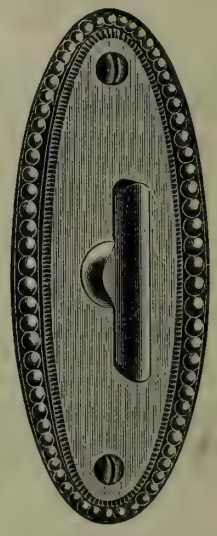


ROTARY STROKE ELECTRIC

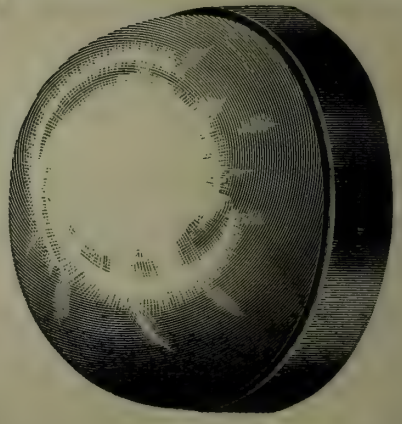
DOOR BELL and TURN

A very handsome, practical and saleable set.

This is only one of our many trade-catching door bell designs. Sold by all leading jobbers in the Dominion.

The BELLEVILLE HARDWARE CO., Limited

BELLEVILLE, - - ONTARIO



This excellent line is put up with **Bronze, Brass** or **Steel Turns, Steel** or **Bell Metal Gongs.** Also with **Cast Bronze, Brass** or **Iron Turns.** Our full list is very attractive

ESTABLISHED A. D. 1840

Distinctive Appearance—Distinctive Quality

"Pansy"

Broom

This is the best broom value in the market. The "Pansy" is just the right weight and thickness and has the springiness that pertains only to the highest grade of broom corn. Housekeepers who have once used the Pansy will have no other brand.

We can supply you with brooms in a variety of grades to suit a variety of demand; but you can make more money by pushing the Pansy. If you haven't got our price list, write for it to-day.

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Toronto

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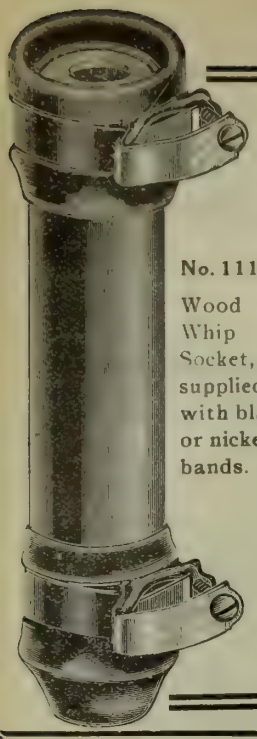

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Wood Whip Socket, supplied with black or nickel bands.

We are Headquarters for

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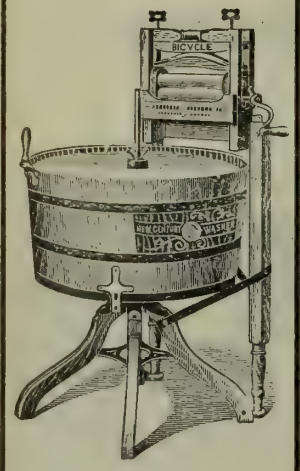

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there has never been a time since Washing Machines have been on the market, that the

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They are worth many times the money paid for cheaper machines.

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PEER OF THEM ALL

H. BOKER & CO.'S "EDELWEISS" RAZOR

THE MOST POPULAR OF ALL RAZORS

Ground by the most skilful grinders, every one an expert at his trade. The material, workmanship and finish of these Razors are perfect, and every Razor guaranteed to last a lifetime.

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Annealed Hay Baling and Oiled and Annealed Wire

We have a large stock of Nice, Soft Wire; also

Wire Nails, Wood Screws, Tacks, Iron and Copper Rivets and Burrs, Bright Wire Goods, Machine Screws; Bright, Coppered and Tinned Wire, Stove, Sink, Sleigh Shoe and Tire Bolts.

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Seasonable Reminders—

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Wire Nails—Wood Screws

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- Iron and Steel Wire
- Copper Wire
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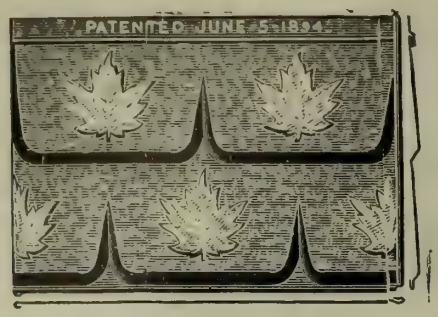
To ensure prompt deliveries in the Spring, send in at an early date, your specifications for the above, with shipping instructions and we will do the rest.

"Safe Lock" Galvanized Steel Shingles



There are lots of barns to be re-roofed this fall, and the dealer who handles the right kind of roofing is going to get this business. Put yourself right with your customers by offering them the famous

"SAFE LOCK" SHINGLES

Every farmer knows about this lightning-proo weather-tight roofing. It is the oldest interlocking metal shingle on the market and is still the best. Get your prospects in line and then ask us for our assistance in closing the deals. Our traveling salesmen are at your disposal. "We work with the trade.'

The Metal Shingle and Siding Company, Limited

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LOAD, 1,500 lbs. CAR, 6 x 5 FT.

$100.00

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We supply drawings and instructions enabling anyone to install.

SAVE
TIME
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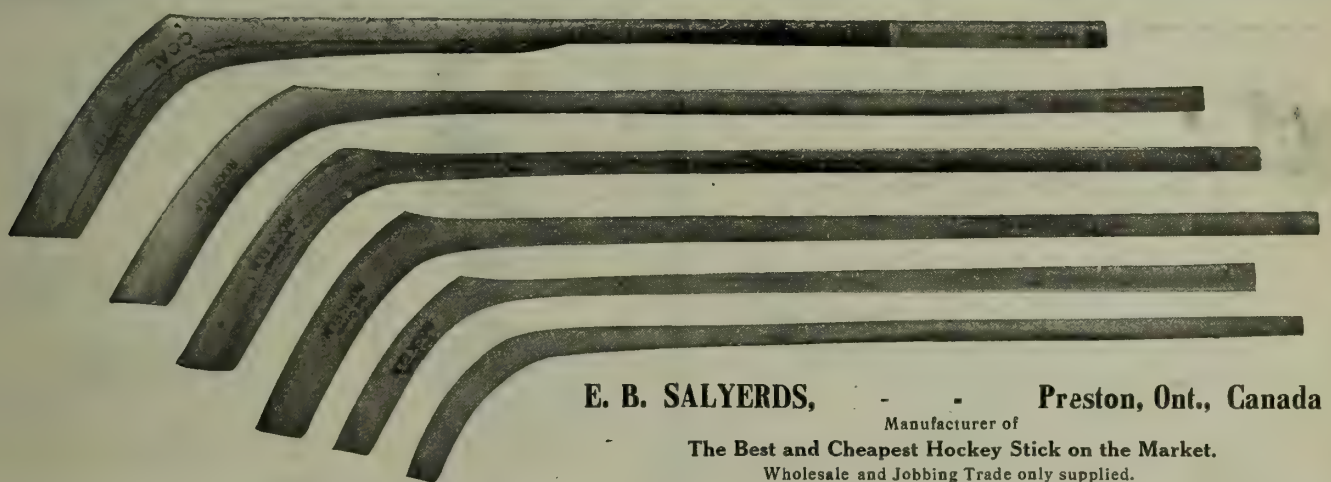
This and others, that we will tell you about from time to time, are "built like a watch" both as to workmanship, lasting and heavy-service qualities. There is no better Bronze Lock in the world of this design for the price, no matter by what name it may be called.

Ask Mr. jobber for it, or write us for particulars.

Brass and Steel Goods,
Manufacturers Limited
Belleville, Ontario



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Manufacturer of
The Best and Cheapest Hockey Stick on the Market.
Wholesale and Jobbing Trade only supplied.

Do You Want Your Share

of the **structural steel** trade that is to be had in your locality? All that you require is a little energy. Find out just what building is under way that will require the use of **structural steel** and advice us giving particulars. Then we will quote you close prices and supply you with other information that will help you to secure the contract. If you want the business, here is your opportunity. Write us about it **now**. Your chance may be gone to-morrow.

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NOTHING EASIER TO SELL

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And it means double profit—TIME AND MONEY

FIGURE IT OUT

What class of Goods do you like to Handle—the best? Those that lie on your shelf month after month without a call for

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Those that are demanded by your customer and sold without persuasion.

EASY TO ANSWER ISN'T IT?

Then always specify Penberthy

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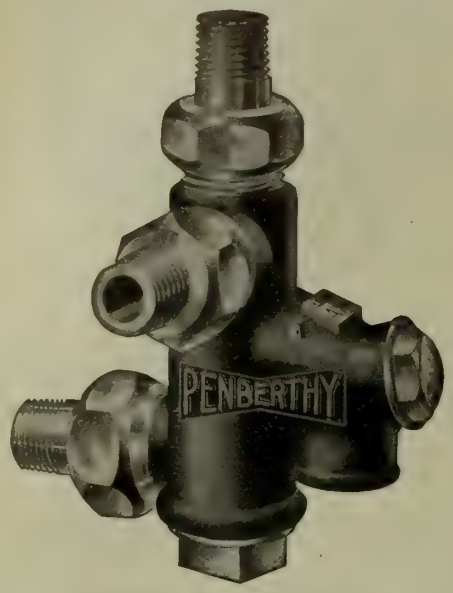

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MANUFACTURED BY

Penberthy Injector Co., Limited, Windsor, Ont.

Why the "Galt Kind" Pays the Dealer——

The high quality of "Galt" Sheet Metal —its features of design and construction —has already established a reputation in every locality where it has been used. There is money in this reputation for the Hardware man who is introducing or selling Sheet Metal Building Goods.

1909 will certainly bring a big demand for Metal Roofing, Siding and Ceiling and Lath, for buildings being built or repaired. Our goods and our advertising make this a demand for the "Galt Kind." Get ready to supply it by asking us at once for catalog, prices and particulars of our proposition.

The Galt Art Metal Co., Ltd.

GALT, ONT.

If there is one thing we like more than the other it is to explain just why

McDougall Pumps

are Standard Pumps the world over.

It is simple when done, as quality, first, last, and all the time, with prices right is a combination hard to beat.

Our Catalogue Explains

The R. McDOUGALL CO.

Galt, Canada LIMITED

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have ooked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

CLIPPERS.

PRIEST'S CLIPPERS

Largest Variety. Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Boston, U.S.A.

Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

ELECTRIC DRY BATTERIES.

TRADE MARK

NINE LIVES

X CELLS are the only Dry Cells which show NINE LIVES.

You'll make money in handling them. All standard sizes.

Electrical Specialties, Limited
TORONTO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

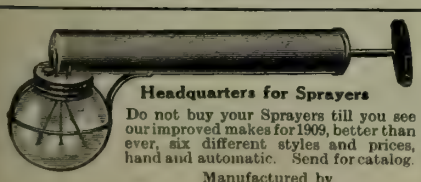
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALITIES.



Headquarters for Sprayers

Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.

Manufactured by
THE COLLINS MFG. CO., TORONTO.

MANUFACTURERS' AGENTS.

COULSON AND BLAIKIE
Manufacturers' Agents
459 St. Paul Street : : Montreal

We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.

Our connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS

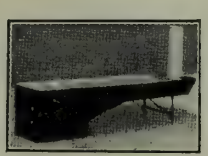
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed. Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

PHONE 159
P.O. BOX 257
SASKATOON,
Western Canada

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker, 13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

MAPLE EVAPORATORS.



Maple Evaporators

A first-class evaporator that will make good—clear—the kind you like—maple syrup. The price is so low anyone can afford to buy.

Write us for Catalogue of Evaporators, Sap Buckets, Storage Tanks, Etc.

The Steel Trough & Mach. Co. Ltd.
Tweed, - Ontario

"PLIC" BOOKS.

CARBON COPIES
of your letters and orders can be made easily and inexpensively by using "PLIC" BOOKS.

Write for information and sample.

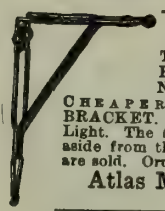
The CARTER-CRUME CO., Limited
445-447 King St. W., Toronto, Ont.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.

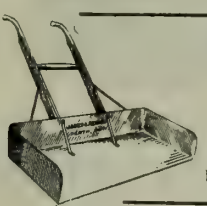


Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

SKATING RINK SCRAPERS.



SKATING RINK SCRAPERS

Will clean the ice off in half the time. Appreciated by rink managers everywhere.

JAMES & REID, Sole Mfrs.
Perth - - - Ont.

TOOLS.

OUR OFF-SET
TOOL HOLDERS

Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.
Write for Catalog.

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO U. S. A.

VENTILATORS.

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

CRESCENT WIRE AND IRON WORKS.
Kingston, - Ontario

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

PARTRIDGE & SONS, Proprietors.

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS, U.S.A.
GENERAL AND SPECIAL WIRE HARDWARE.
Write us for prices
New York Office, - 107 Chambers St

Davidson's "Premier" & "Colonial" Brands

—of—

ENAMELLED WARE

If not already handling this line, now is the time to get interested and start the New Year well by putting in a bright new stock of Kitchen Utensils in these brands.

The colors are pleasing and the goods well coated with a smooth and glossy finish and will last for years.

We can make prompt shipment, and while no order is too large for us no order is also too small to receive equal attention.

The Thos. Davidson Mfg. Co., Ltd., Montreal & Winnipeg

A FULL LINE OF

20TH CENTURY

MAIL BOXES

No. 1

No. 2

No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

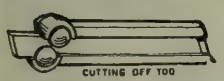
ARMSTRONG TOOL HOLDERS

STRONG TRADE MARK

STRONG TRADE MARK

MAKE ONE POUND OF TOOL STEEL EQUAL TO TEN POUNDS IN FORGED TOOLS

SAVE ALL FORGING, 70% GRINDING



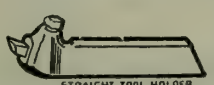
DON'T BE MISLED

into buying weak imitations of Armstrong Tool Holders which do not embody important details of construction covered by our patents nor strength of design, high quality of material, workmanship and KNOW HOW that come from our 15 years' experience. If you want GOOD Tool Holders get the genuine Armstrong. Accept no substitute. Write for Catalog.

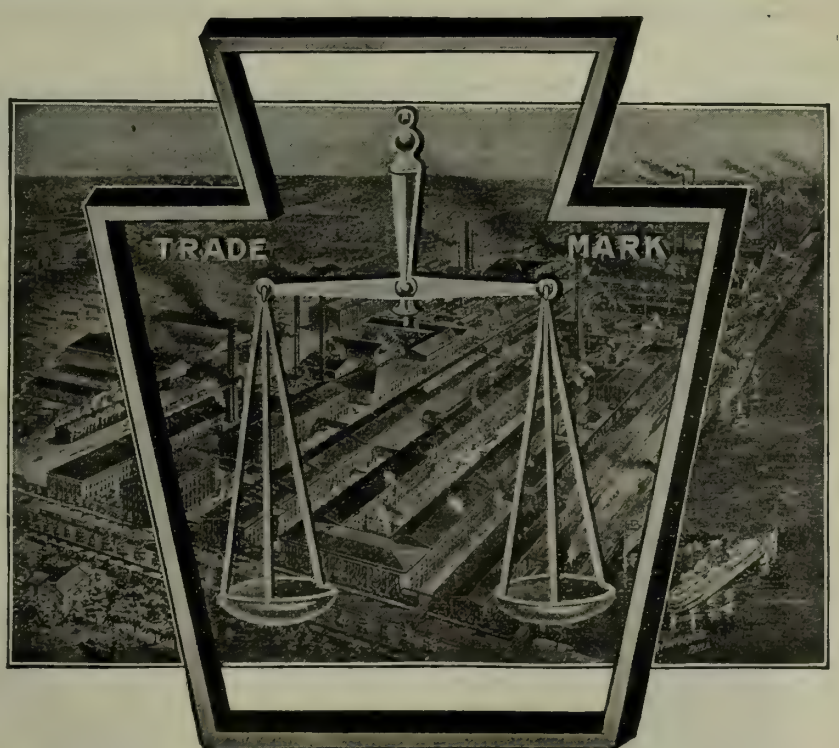
ARMSTRONG BROS. TOOL CO.

"THE TOOL HOLDER PEOPLE"

106 N. FRANCISCO AVE., CHICAGO, U.S.A.



DISSTON SAWS



In the **DISSTON BRAND** of **SAWS** you have the advantages obtained by the use of highest quality crucible steel specially made in the Disston Steel Works, approved designs, most skilled workmanship—all backed by an experience of over **SIXTY-EIGHT YEARS** in saw making—A combination not equalled and which speaks for the utility of the saws.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

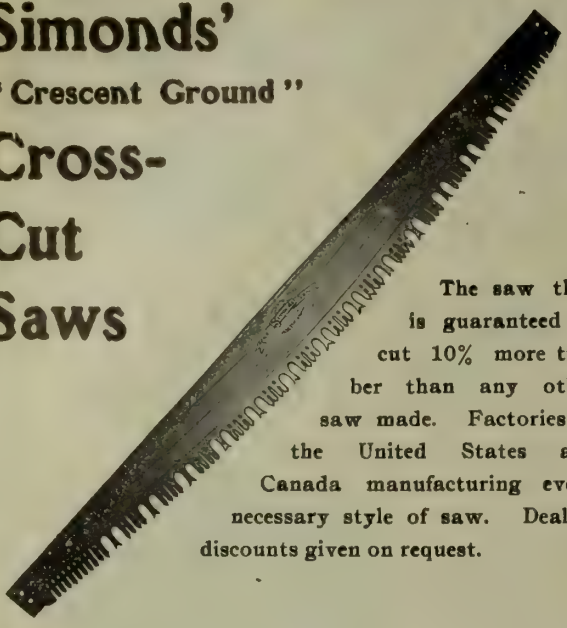
Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Vancouver, B.C. St. John, N.B.

Bone Cutters

This is a favorite size. We make other sizes, from

Small Hand

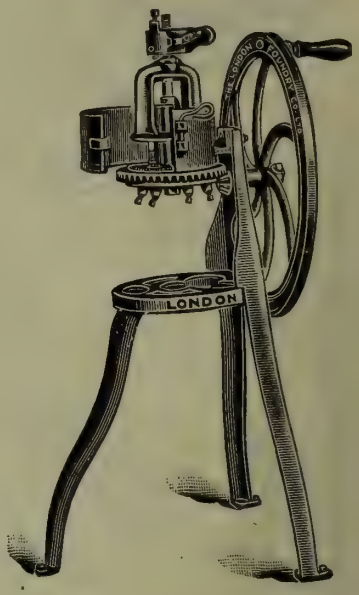
to

Large Power Machine

These are Fall and Winter goods.

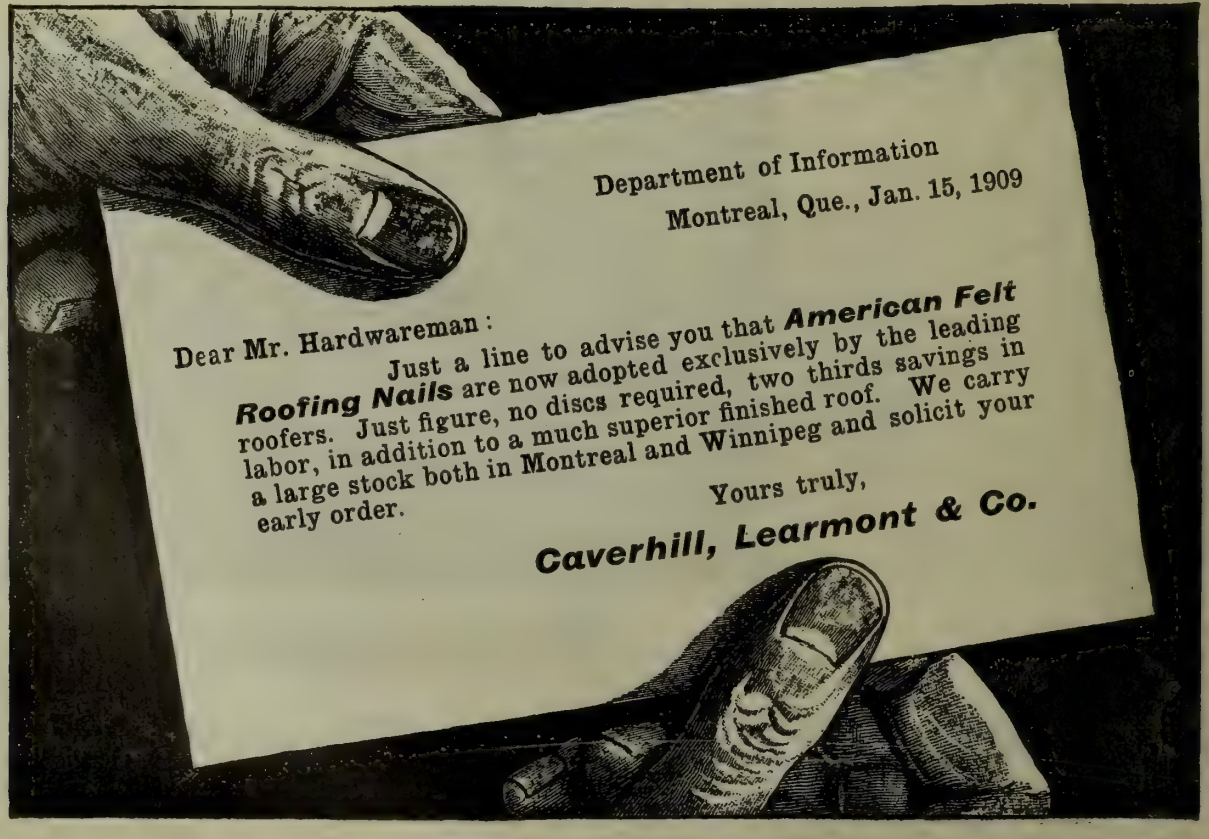
A sample kept in your store will sell many of them.

Send at once for catalogue and prices.



Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA



IF some of you Manufacturers and Wholesale Hardwaremen

could see the many letters we get every week from our subscribers

You would get acquainted with the fact that they watch for your ads. every week, that they keep in touch with live people in this way.

You would learn some facts you haven't studied, that you can *make more money* by considering and planning for the co-operation of the Retail Hardwaremen *first,* and not last.

You would realize that it pays you to talk to them with good business tact, with prices, about quality of goods, new lines, etc. And you would have more customers—

Do You Want More Customers in 1909?

Tell the hardwaremen of Canada about yourself, your house, your goods, your methods, etc., in a series of ads. in

Hardware and Metal

Toronto Montreal Winnipeg New York Chicago London

IF STOCK-TAKING'S THROUGH !

Suppose the shelves
Are once more clean
Wrapping paper on the go,
Now, considering the robin's chirp's been heard,
Would it not be fully wise
To call for "Caloric,"
The name under which
McClary's Gas Ranges serve the home.

You've read of all
The features to be
Found on this gas stove,
Made in a multitude of styles and sizes,
Not one of which will take back water
From another line.

With that seven acre plant—
Those seven acres of ideas, energy, know-how
"Caloric" has got the stride
Which goes with all things "Famous,"
And can't help but win its way.

If you've lost the catalogue,
That tells you all about "Caloric,"
Why use that pencil in the Mail Outfit
To "duplicate the order."
We'll readily obey.

Should you be good enough to read
That catalogue through again,
Digest those features that are solely ours,
And recall, the time to sell is March,
The time to order—Now.
Why you'll just get in line,
And be ready for the hum,
For it's a-coming,
That is, for those who have "Caloric."

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary

Atkins Silver Steel

Segment Ground Cross-Cut Saws

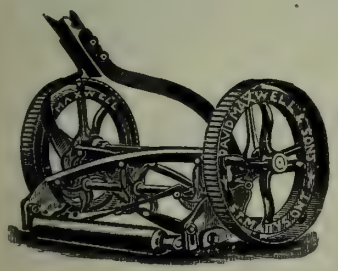
Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis

MAXWELL LAWN MOWERS



For smooth, easy running—for clean, close cutting—for long, satisfactory service—you can safely recommend and sell the Maxwell Lawn Mower.

Every part is made of first-class material—knives are of specially tempered steel.

Write for prices to dealers.

DAVID MAXWELL & SONS, - - - ST. MARY'S, ONT.

MORRILL'S NO. 3 & 4 SAWSETS

Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws.

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

Hardware Window Dressing

For years we have been receiving inquiries for a book on Hardware Window Dressing, as experience has shown that good window displays increase business. Only a few weeks ago this book was placed on the market. Since that time it has had an immense sale—many orders were waiting for it before it came off the press. It illustrates and explains how hardware windows may be dressed to the best advantage—how they may be made to SELL GOODS.

256 pages with 200 illustrations with full working descriptions.
A PAYING INVESTMENT FOR HARDWARE MERCHANTS
Price $2.50, Postpaid

TECHNICAL BOOKS

10 Front St. East - - - - Toronto

WRIGHT'S
Patent Pot Cover Stand

Contains 15 Dozen of Wright's Improved Pot Covers, assorted, 8 to 15 inches, with spring-in handles.

Frame made of heavy gauge iron, well japanned; heavy tinned wire shelves. Compartments at top and bottom to hold handles.

A NECESSITY TO EVERY DEALER, AND AN ORNAMENT TO ANY STORE

Manufactured by

E. T. WRIGHT & CO., Hamilton, Can.

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

DRUMMOND, McCALL & CO.,
or to MONTREAL, QUE.
CANADA IRON FURNACE CO.
MIDLAND, ONT. Limited

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Clothsand Papers, etc

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Sticks Everything

But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO. WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street
MONTREAL

Write to-day, we need you and you need us.

Established 1820

F. JOYCE & CO., LTD., LONDON, ENG.

ears and Years of Work Towards Perfection

has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. ECONOMY IN MANUFACTURE, the sifted experience of generations enables us to lay down at your store CARTRIDGES that give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER

WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

To a BRAINY man of business sense, that settles all argument.

MADE FOR ALL STANDARD GUNS

J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

For F. JOYCE & CO., LONDON, ENG.

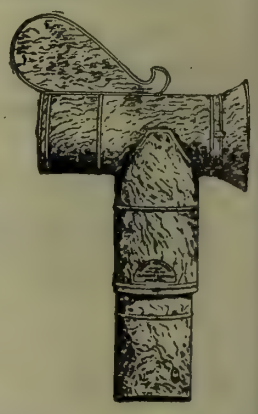
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Lachine, June 5, 1903.

The J. W. Harris Co., Limited, Montreal.

Dear Sirs,—Your system of ventilation installed in our Convent has given us absolute satisfaction.

Yours respectfully,

Sister Marie Pacifique, Gen. Eco.
Sisters of Ste. Anne.

Made by

The J. W. HARRIS CO., Limited

CONTRACTORS

Montreal

Telephones and Switchboards

Samson Junior.

We would call your attention to our full lines of TELEPHONES AND SWITCHBOARDS, suitable for every requirement in factory, office or home.

Our TELEPHONES give general and lasting satisfaction.

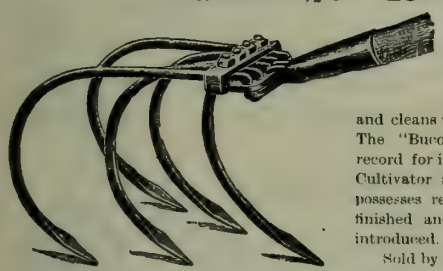
Ring us up for catalogue and prices.

THE R. E. T. PRINGLE COMPANY, Limited

MONTREAL WINNIPEG

"BUCO" GARDEN CULTIVATOR

HANDLE 4½ FT. LONG



Teeth are Oil Tempered and Tested, Steel Springs adjustable to width. Loosens soil thoroughly and cleans weeds out BY ROOT. The "Buco" has made a unique record for itself as a capital hand Cultivator and labor saver, and possesses real merit It is nicely finished and a good seller where introduced.

Sold by Hardware Jobbers.

Manufactured only by

BAILEY-UNDERWOOD CO., LTD.

NEW GLASGOW, N.S.

ACME FLEXIBLE STEEL MATS

MATS SPECIALLY MADE TO FIT ELEVATORS and ENTRANCES.

Prominent features of ACME MATS:

Manufactured of best strip steel, which insures strength and durability. Galvanized finish, which insures non-rustability and attractiveness. Flexi ility, which insures convenience. Mesh of special design, which insures self-cleaning and a sanitary condition.

PAT. NOV. 3, 1903.

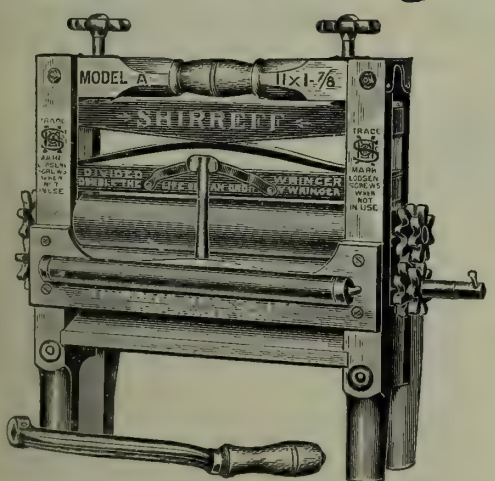
Manufactured by the

ACME STEEL GOODS CO., Formerly Acme Flexible Clasp Co.

CHICAGO—2834-40 Archer Ave. NEW YORK—28 Elm Street.

Are You Selling Shirreff's

Divided Wringer?



It has double the life of the ordinary wringer. The dividing bar causes the rubber rollers to wear evenly along their entire surface instead of in the centre only as with other wringer.

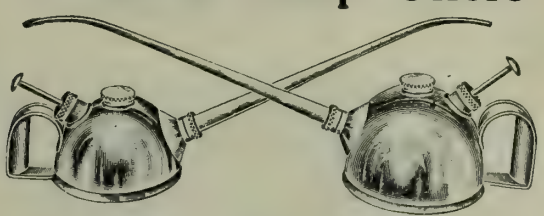
Send for Price List To-day

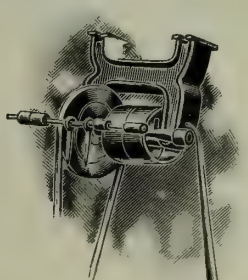
THE SHIRREFF MANUFACTURING COMPANY

Limited

Brookville, - Ontario

Howland Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois, U.S.A.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

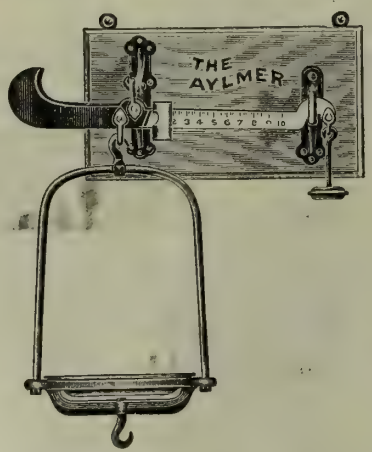
INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at

TORONTO **ST. JOHN**
MONTREAL **WINNIPEG**
HALIFAX **VANCOUVER**

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

The AYLMER



DAIRY SCALE

(Capacity, half ounce to 50 lbs.)

This Scale is made with solid brass beam, wrought iron bail and porcelain platter. The most complete Dairy Scale on the market.

Each Scale is inspected and stamped by the government inspector and guaranteed to weigh correctly.

Every dairy farmer will want one when he sees it. Get a sample, and see how they will sell.

Manufactured only by

The Aylmer Pump & Scale Co., Limited
Aylmer, Ont.

WESTERN REPRESENTATIVES: The Ontario Wind Engine & Pump Co. Winnipeg, Man.

A Good Talking Point

THERE'S SOMETHING DIFFERENT ABOUT THE

DILLON HINGE STAY FIELD FENCE

Note the way the man on the fence bends the strand wires at *the hinges only*. Remove the weight and the wires spring right back to the horizontal. The Dillon is the only fence embracing this hinge-stay principle.

WRITE FOR CATALOGUE

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

WE
SOLICIT
YOUR ENQUIRIES FOR

STEEL
OR
WIRE

We make over one thousand commodities from steel and wire, which does not permit us to specialize in advertising. Your enquiries will always have our immediate attention.

United States Steel Products
Export Co.
Montreal

J.M.T. VALVES

J.M.T. VALVES are made of pure ingot copper and tin.

Many cheap valves are made of low grade scrap yellow brass.

We have learned that some of the trade have been offered and supplied with cheap low grade valves represented as J.M.T. Valves. Orders have been placed on account of price inducement, but in instances these valves have had to be discarded or returned as worthless and unsuited for service.

PLEASE NOTE.—All genuine J.M.T. Valves have J.M.T. on body as shown in cut.

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. W.
Toronto

BEHIND EVERY SUCCESS IS A PURPOSE. Ours is to make the best ammunition in the world. Yours is to sell the best ammunition.

Our purpose reaches across the Atlantic to get the finest smokeless powders made. We will go to the ends of the earth to get the best metal, paper, ingredients, machinery and experts.

You have only to reach to us, to sell the best ammunition. Your success is worth a post card.

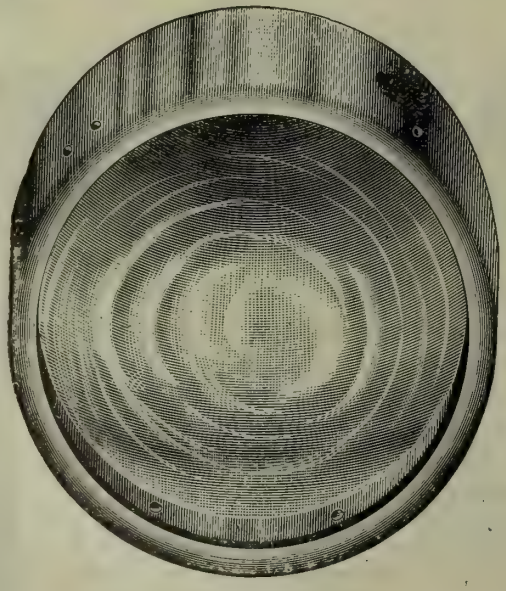
Cartridges of every size, for every make of arm. The four famous, perfect shells.

DOMINION CARTRIDGES (Sure Fire)

Regal Shells	Imperial Shells	Sovereign Shells	Crown Shells
(Ballistite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder)

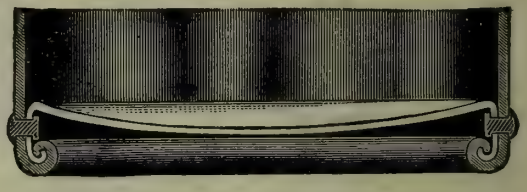
Dominion Cartridge Company, Limited, Montreal

KEMP'S MILK CAN TRIMMINGS



COMPLETE SETS

Comprising one broad hoop roll-rim bottom, concave pattern; body hoop 6 inches wide, 20 gauge; top hoop 4 inches wide, 14 gauge; one cover; one pair malleable side handles one pair steel top handles. If wanted with malleable top handles, 7 cents per set extra list.



The roll rim has no sharp turns. Therefore the grain of the metal is not broken and having a broad wearing surface on the bottom it cannot damage floors. Ample space is left between the bottom and the hoop for the insertion of the body of the can. It is the neatest and strongest in appearance, and is supplied with concave bottoms. By examining the cut, anyone can readily see that this style of construction makes it the strongest bottom ever produced. They do not cost more than inferior bottoms. If you want to keep ahead of your competitors, use Kemp's Roll-Rim Milk Can Bottoms.

Write for Prices and Discount Sheets

KEMP MANUFACTURING COMPANY, Cor. Gerrard and River Streets Toronto, Canada

THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Canadian Transportation Development

By G. W. Stephens, Chairman Montreal Harbor Board, in the Busy Man's Magazine—Reproduced by Request.

Transportation has been defined as the "keys with which wise statesmen open the doors of national prosperity." There can be no subject, therefore, which should engage the attention of the Canadian people equal in importance to that of lessening the cost of transporting the products of the Western plains to tide water and the Eastern manufactured products to the homes of the Western consumer. It is equally true that upon the efficiency of our country's transportation facilities depends the future integrity of our Dominion, the comfort, wealth and power of our people.

Canadian transportation began when Jacques Cartier turned the prow of his little bark into the St. Lawrence and christened it after the saint of that name upon whose birthday he entered its waters, and the pages of its early history are filled with the heroic struggle of brave men who had the courage of their convictions and carried the visions of their imagination to a practical conclusion. The names of Cunard, Howe, Young and Allan are mile-stones along the pathway of its early development, in the same big way as Mount Stephen, Van Horne, Shaughnessy, Hays, Mackenzie and Mann are to-day in its later expansion. By the imaginative genius of such men and their pertinacity the outermost corners of our Dominion are made accessible, and the farthest off inhabitant of the plains becomes the neighbor of him who lives within the sound of the ocean.

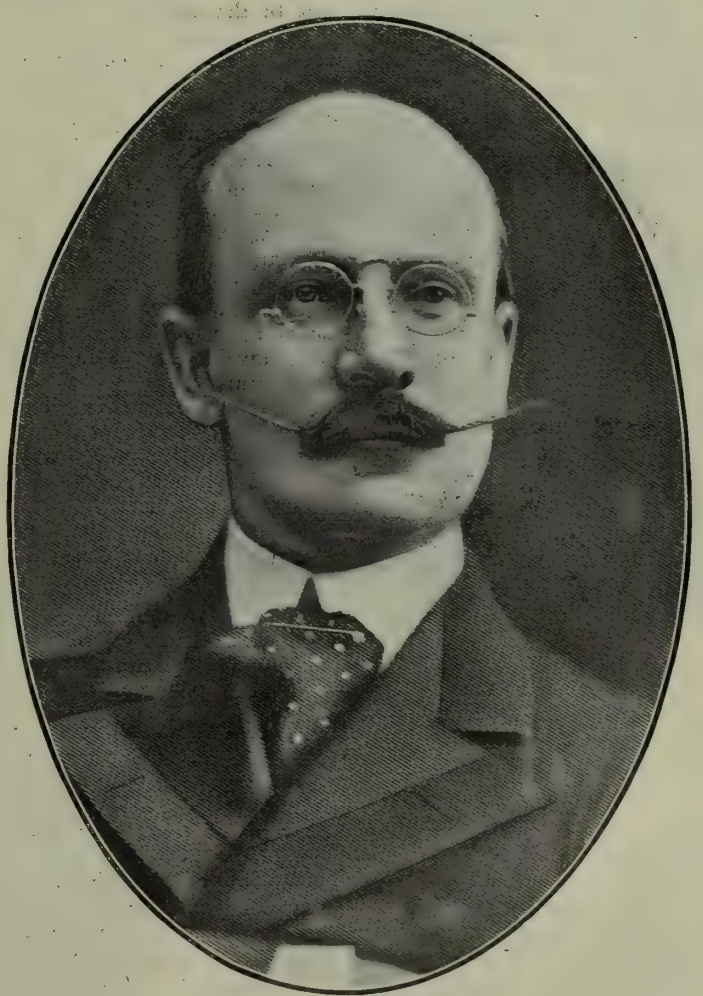
Before considering the actual conditions surrounding this problem to-day let me ask you to look at the primitive starting point from which these same conditions have been evolved. For that purpose let us compare for a moment the position occupied by Canada at the opening of the 20th century with that of our great neighbor at the opening of the 19th.

In the year 1800 the population of the United States amounted to 5,300,000 people, grouped together as a fringe along the shores of the Atlantic Ocean; behind them to the westward an undiscovered waste of wilderness and plain, not a single mile of railroad, not a single mile of canal development, no roads to speak of, no wealth, but the indomitable courage, perseverance and faith of her people; and upon this courage and confidence has been built up in 100 years a nation numbering 90,000,000 people possessing 217,000 miles of railroad, and a country extending from the Atlantic to the Pacific.

The cause of such wonderful progress must be sought in the early, wise and persistent development of her means of communication and transport. And while the 19th century yielded to the United States a marvelous growth in her interior transportation facilities, it is interesting to note that in 1860 she carried 66 per cent. of her export and import trade in her own ships, in 1906 she only carried 12 per cent.

Canada, on the other hand, starts the 20th century with 6,000,000 people, not huddled together on her Atlantic Seaboard, but stretching a continuous line of prosperous provinces from sea to sea; her continent spanned by the steel ribbons of three great railway systems; her natural waterways linked together by a canal system which has no rival; an annual trade development of $645,000,000; $680,000,000 of the people's savings in the bank, and is doing a business with 6 000,000 people at the beginning of the 20th century that was not equaled by our great neighbor to the south of us until her population had reached the figure of 26,000,000.

Added to all this, Canada, as the occupant of the northern half of this continent, possesses the shortest water route between the continents of Europe and America and America and Asia, thereby inheriting a natural strategic position which, if supplemented by energetic measures of transportation development within, will place her in an unassailable position for the command of a large portion of the international trade between the Mother Country and the East.



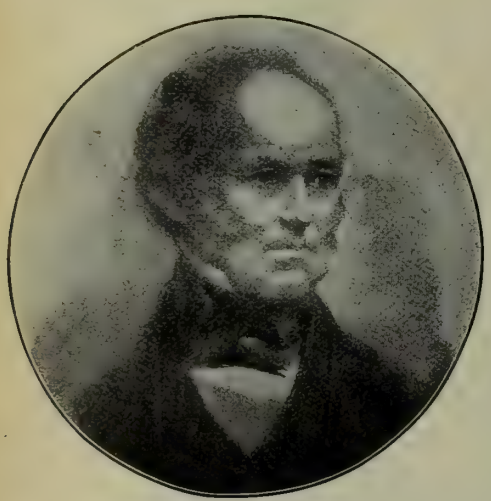
GEORGE W. STEPHENS.
Chairman of the Montreal Harbor Board.

This means a business connection with a market containing 450,000,000 people in China alone, 300,000,000 in India and 40,000,000 more in Japan. If we can become the carriers for a portion of this great international trade, if we can offer transportation inducements for the capture of our share of this business, then every ton of through freight handled over Canadian rails and by Canadian

waterways will reduce the cost of transporting the grain products of the West and the manufactured products of the East, and will bring into closer touch the growing population of this country in all its parts.

In this connection one must not forget that from the little sea-girt islands in the North Sea which we call the Motherland, over 3,000 miles of the Atlantic, across this Canada of ours, over 3,000 miles more, and again for 6,000 miles over the peaceful waters of the Pacific, the thin red line of transportation ploughing the waters of two oceans, traversing the fertile plains of a continent, over this continuous and shortest trade route float the folds of our country's flag. The greatness of our Motherland is founded on her command of the water-borne trade of the world. If Canada is to become likewise great she, too, must not neglect the development of her transportation.

Taking a map of the North American continent, one finds three natural outlet channels for the trade of the great Northwest, the Mississippi River, the St.



SAMUEL CUNARD,

One of the Founders of the Cunard Steamship Line in 1840. He was a Resident of Halifax.

Lawrence River and the Hudson Bay. The Mississippi is navigable from the Falls of St. Anthony to the Gulf of Mexico for more than 2,000 miles. The great chain of lakes connecting the Gulf and River of St. Lawrence give a continuous navigation of 2,500 miles to the heart of a great continent. Hudson Bay will be one day tapped and for a portion of the year at least afford auxiliary means of transport for grain cargoes out of the West. Of these three natural means of exit, the Dominion of Canada controls two, and by supplementing her natural inheritance by the building of the Georgian Bay canal she will place herself in the proud possession of a water route that will not only induce the trade of her own great West to follow its course, but will attract to it a very large portion of the trade of the Western States.

The question of Canadian transportation has been divided as follows by the Transportation Commission, whose valuable report ought to be made known to every Canadian interested in the country's progress:

1. From place of production to Canadian sea ports.
2. From place of production to Western ports of Lake Superior.
3. From Western ports of Lake Superior to Canadian sea ports.
4. From Canadian sea ports to Europe, and the reverse in each case.

All this of necessity involves the consideration of storage requirements of lake, river and ocean ports.

The harbor facilities of inland lakes, rivers and ocean terminals.

The conditions with regard to the navigation of the St. Lawrence route and the provision of a well-equipped terminal for use during the winter months when Montreal has no direct water access to the sea.

This question further involves the consideration of the forces operating against an all-Canadian transportation plan:

1. Competition by U.S. railways.
2. Competition by U.S. vessels from Lake Superior ports.
3. Diversion of Canadian product through the Eastern outlets of Boston, Portland, etc.

The subject is too vast to here consider in its entirety. An idea of its importance may, however, be realized if we study briefly transportation as it affects grain.

Of what, therefore, does this grain trade consist?

What are its possibilities of growth?

What equipment do we Canadians possess to handle it?

When we speak of the grain areas of Western Canada we mean—

	Acres.
Manitoba, containing	27,000,000
Saskatchewan, containing ..	52,000 000
Assiniboia, containing	50,000,000
Alberta, containing	42,000,000

or a total area suitable for cultivation of wheat of 171,000,000 acres.

Should only one quarter of this area be put under cultivation at the average yield of the past three years, this would give 800,000,000 bushels.

Out of the 171,000,000 acres, in the year 1900 only two and a half million acres were under cultivation.

In 1906 this had grown to six millions.

In the year 1900 the yield was thirty-three and a half millions.

In 1906 the yield was one hundred millions.

This grain was taken care of in 1900 in 533 elevators distributed at convenient points west of Lake Superior, with a combined capacity of 18,000,000 bushels.

In 1906 the number had increased to 1.200 elevators with a capacity of 50,-000.000 bushels.

The railway mileage from the base of the Rocky Mountains to the Red River, covering this wheat area, was.

In 1901	3,369
In 1905	5,620

The wheat acreage increased in five years from two and a half to six million acres.

The wheat grown from thirty-three and a half to one hundred million bushels and the mileage from 3,300 to 5,600 miles.

Now as the whole of this grain, which is shipped eastward, is tributary to the Canadian Pacific, the Canadian Northern, Grand Trunk and Grand Trunk Pacific Railways, carried to Port Arthur and Fort William, from thence to the sea, it is of the most vital import that a continuity of efficient transportation facilities shall prevail from the West to the sea on Canadian soil.

From Winnipeg to the commencement of water transportation at Port Arthur and Fort William is 427 miles. The two existing railways will be double-tracked and the Grand Trunk Pacific will add

SIR HUGH ALLAN,

The Founder of the Great Steamship Line Which Bears His Name.

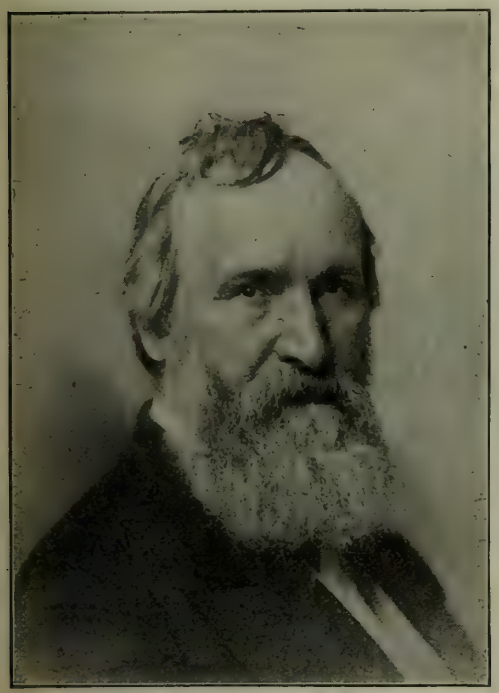
another available route. and yet with a continuous growth of population and a continuous building of railways, it seems hardly possible to build fast enough. It is a race between the ingenuity of man and the fertility of the soil.

On arrival at Port Arthur and Fort William the grain is stored in huge elevators which now have a capacity of twenty millions.

The corresponding lake ports on the United States side are Duluth, Superior and Chicago, upon whose harbors the United States Government have spent already ten millions.

As an example of the colossal growth of Lake Superior tonnage, the value of craft in this trade in 1887 amounted to two millions, while in 1904 it amounted to seventy millions.

When the grain is elevated at the western end of Lake Superior it awaits shipment by boat from there to the Georgian Bay ports of Depot Harbor, Victoria, Midland, Port Colborne, Buffalo or Oswego, where it is again discharged into huge elevators and then



HON. JOHN YOUNG,
One of the Pioneers of Transportation in Canada.

shipped to the sea by rail or boats as the case may be.

	American Water Route. Buffalo, Erie Canal, Albany, Hudson River to New York.	Canadian Water Route. Port Colborne, Welland Canal, Lake Ontario to Montreal.	In favor of the Canadian Water Route.
Distance	430 miles.	320 miles.	110 miles shorter.
Number miles of canal	306 miles.	64 "	242 miles less.
Number miles of clear river navigation	124 miles.	256 "	132 miles more.
Extreme draft	6 feet.	14 feet.	8 feet more.
Cargo capacity	8,000 bushels.	80,000 bushels.	72,000 bushels more.
Time consumed	86 hours.	46 hours.	40 hours less.
Total hours, navigation season	5,040 hours.	5,040 hours.	.....
Possible trips per carrying unit	27 trips.	48 trips.	21 trips more.
Possible bushel capacity per carrying unit per season	216,000 bushels.	3,760,000 bushels.	3,544,000 bushels.

Elevator capacity.	Millions.
Midland	4
Depot Harbor	1½
*Victoria Harbor	4
Port Colborne	2
Kingston and Prescott	2
Total	13½

The U.S. ports are:

	Millions.
Buffalo	22
Oswego	1
Toledo	5½
Cleveland	2
Detroit	2
Total	32½

*Building.

From the Georgian Bay ports westward three railways run to the sea, and already 160 out of the 190 miles of the Trent Valley Canal system are completed, joining the Georgian Bay with Lake Ontario.

This gives to Canada the following

L. E. GEOFFRION,
A Member of the Montreal Harbor Board.

Canadian transhipping points east of the Great Lakes are:

choice of routes from Fort William to the sea, within her own territory.

1. The all-water route, via the Great Lakes, Welland Canal and the St. Lawrence River to Montreal.

C. C. BALLANTYNE,
A Member of the Montreal Harbor Board.

2. All-water route, via Georgian Bay, Trent Valley and the St. Lawrence River to the sea.

3. Water and rail, via the Georgian Bay ports, Grand Trunk and Canadian Pacific Railways to Montreal.

A comparison between the chief water route from the Great Lakes to New York with the Canadian water route from the Great Lakes to Montreal furnishes interesting matter for consideration.

The advantages of the Canadian water route over the American water route may be stated to be as follows:

1. That the St. Lawrence water route from the Great Lakes to Montreal is shorter than the American water route from the Great Lakes to New York by 110 miles.

2. That the number of miles of slow speed canal navigation by way of the Canadian route as compared with the American route is less by 242 miles.

3. That the Canadian water route furnishes more draft than the American by 8 feet.

4. That a boat using the Canadian water route can carry in cargo more than a boat using the American water route each trip, 72,000 bushels.

5. That the time consumed each trip by the Canadian route is less than that by the American route by 40 hours.

6. That the length of open navigation is identical in both cases.

7. That it takes a tow of ten boats on the American route to carry what may be carried by the Canadian route in one.

8. That one boat by the Canadian water route can carry more bushels of grain per season than can be carried by one on the American route by 3,544,000 bushels.

Yet notwithstanding these overwhelming advantages in favor of the Canadian route, the American railways carry through Buffalo the business that ought to go through the Canadian canals, and they are able to do this only because no therefore becomes a question at the present moment for the Canadian water route to join hands with Canadian railways to bring this business into its natural channel.

Taxpayers of the State of New York have decided to spend $110,000,000 to enlarge the Erie Canal to a depth of 12 feet. By so doing they propose to reduce the cost of carrying a bushel of wheat from Buffalo to New York to three-fourths of a cent. This would require the railways to reduce their price for the rail haul from Buffalo to New York from four cents to three-fourths of a cent, which is not thought a possibility by transportation authorities.

But the point I desire to make in connection with these figures is this: If our American competitors deem it worth while to spend $110,000,000 to get a waterway of 12 feet deep from Buffalo to the Hudson River, is it not about time that Canadians awakened to the fact that without the expenditure of another dollar on canals they are the owners to-day of a through water route of 14 feet draught, and could, if they supply the terminals and the carrying power, be in an even better competitive position than the United States will be after it has spent the proposed $110,000,000 on its Erie Canal.

Investigation into the comparative cost of carrying a ton of freight a mile by rail and by water by the highest authorities gives the following result:

A 6,500 gross ton freighter, costing $280,000 on a 1,000-mile trip, will carry her maximum cargo at a cost not exceeding 0.6 of a cent per ton per mile. This is less than 1-10 of the average freight rate per ton per mile that is earned by the railways on this continent. The cheapness of the carrying power of water as compared with rail will be made more clear by the fact that in large freight vessels the consumption of coal is five pounds per 100 ton miles of freight carried, whereas the consumption of coal on railways is 19 pounds per 100 ton miles.

The problem of cheapening the cost of handling the nation's business leads the student of transportation into figures the magnitude of which becomes almost staggering. The Canadian railways at the present moment are handling annually 58,000,000 tons of freight and 28,000,000 passengers. If you can reduce the cost two cents per ton you make a saving of $1,160,000 in the transportation charges on your business.

It is a curious fact, vouched for by a high railway authority, that the average daily work of a freight car in Canada to-day ranges between 29 and 33 miles, just a little over a mile an hour,

A View of the Completed King Edward Pier, Montreal.

A View of the Completed Alexandra Pier, Montreal.

adequate terminal facilities have been supplied in Canada to take care of this business. When these facilities are provided Canada will control the grain export business of North America.

The railways, however, from Buffalo to New York and Boston have so developed their carrying capacity and so reduced periodically their freight rates as to practically kill the Erie Canal as the carrying medium of export grain. It

This presents a very interesting phase of the transportation question, and shows that the railways obtain a very small proportion of the efficiency out of the cars at their disposal. What is the use of perfecting roadbeds, reducing grades, laying 80-pound rails, building huge Mogul engines, and strengthening bridges in order to increase the length of trains if inadequate facilities are provided at the terminals for the quick despatch of cars differently routed to their proper destination?

And here is where the problem of cheapening transportation is to be solved by the development on broad and comprehensive lines of our sea ports at which our rail and water ways converge. In this connection I may be pardoned for referring to a national development with which I have been personally associated for the past year, during which time it has been my privilege to stand at the gateway of Canada's commerce and watch the ebb and flow of that great volume of trade which leaves our shores in the shape of exports and the immense cargoes for distribution throughout this country. There is at the present moment going on in the Port of Montreal

A View of the Completed Jacques Cartier Pier, Montreal.

a development to take care of the import and the export trade of Canada, into which is being put $4,500,000, and she is getting for that expenditure 14 ocean berths and 14 double-deck steel concrete freight sheds, with a storage area of 1,500,000 square feet, and a working capacity of 150,000 tons of freight per week. It becomes a question therefore of considerable moment whether this expenditure is a wise one, and whether when completed the Canadian people will possess in their national port facilities an accommodation that will enable them to hold their own with the rival ports of this continent. Looking around for a comparison, we find that New York is paying $29,000,000 in the year of 1907 for an improvement scheme almost identical with our own. For that $29,000,000 New York builds eight piers and places upon them eight double-deck steel concrete sheds, having an area of 120,000 square feet less than those now being erected in Montreal. Montreal's development will place alongside of every shed two railway tracks, whereas the New York development is inaccessible to railways, and cars have to be lightered on barges into the ship and vice versa. This means that Canada is getting a port development for four and a half millions that New York has got to spend twenty-nine millions to obtain, and by having the additional advantage of direct inter-communication between the railways, sheds and ships it has been possible during the past season to effect a very considerable saving in the handling charges of freight through the Port of Montreal.

There have been handled by the Traffic Department of the Harbor Commission during the last season 1,500,000 tons of freight, carried in 75,000 cars, 400,000 tons of this freight were handled direct between the car, shed and ships, or vice versa. On this 400,000 tons of freight there has been an estimated saving of 50 per cent. or $80,000 in the handling charges alone. In other words, this means that the Port of Montreal has been able during the past season to handle 400,000 tons of freight for what it used to cost to handle 200,000 tons; and as almost the whole of this saving has been effected on through freight destined to all parts of Canada and all parts of the world, it is a matter of gratification that in the near future Canadians may possess the cheapest, shortest and safest trade avenue on this continent. The true national significance of the Port of Montreal, and the interest that every Canadian citizen should have in its expansion and development is evidenced by the following phase of the annual business.

Canadians possess the only clear water route from the Great Lakes to the sea on this continent which permits vessels drawing 14 feet to carry their cargoes to and from the Port of Montreal. Every railroad has direct communication with the water front of this port, which is owned and controlled by the people, not a foot of the fore shore of the Harbor of Montreal in its entire extent of ten miles of frontage being privately owned thus making possible the only economic harbor development upon this continent under like conditions.

This possession enormously increases the value of the Port of Montreal as a natural asset, and with proper terminal development and proper use of the waterways already in existence the Port of Montreal will afford:

To the growers of grain in the great Northwest,

To the fruit and farm products of the Provinces of Ontario and Quebec,

To the lumber interests of British Columbia and New Brunswick,

To the coal and iron interests of Nova Scotia and Cape Breton,

To the importing and exporting merchants of the entire country,

To the farmers producing cheese and butter,

In short, to every Canadian citizen doing business throughout the country the cheapest, safest and quickest delivery and receiving point on this continent.

The Port of Montreal takes cares of the imports of the iron manufacturer, now amounting to ten and a quarter millions a year.

Of the woollen manufacturer, who imports upwards of seven millions a year.

Of the sugar merchants, importing six millions a year.

Of the cotton manufacturers, importing three and a half.

Of the users of flax, hemp and jute, who import one and a quarter million.

Of the grain plains of the Great West, the grazing lands of Ontario and Quebec, which exported through the Port of Montreal in 1906, forty million dollars worth of animals and their products.

Cheese and butter coming from Quebec and Ontario, eighteen millions more.

Manufactured goods for South Africa Australia and the West Indies, four millions more.

The forest, fisheries and mines, seven millions more.

And so it becomes truly of broad national interest to all Canadians no matter what be their occupation, or where they may live, that somewhere in Canada there should be proper terminal facilities to handle Canadian business.

Montreal happens to be at the point where the farthest inland ocean navigation on this continent meets the deepest artificial waterway, connecting it with 2,500 miles of water navigation into the heart of this great continent. For that reason during seven months in the year

the cheapest, safest and quickest trade route for the large export and import business of this country ought naturally to gravitate toward Montreal, and it is a national duty that the Port of Montreal should be developed on broad and comprehensive national principles. The plan of this development on such a comprehensive scale should be given the best expert attention in all its details that money, time and experience can afford. In thus laying out a definite and complete plan covering development work for the next 25 years and carrying it on in sections, when the whole is complete there will be harmony in all its parts and a development that will enable Canadians to handle their own business efficiently and economically, and compete for the business of the Western States on a basis that will produce satisfactory results.

Alongside of the transportation ques-

LORD MOUNT STEPHEN,

Whose Unfaltering Faith and Iron Will Resulted in the First Band of Steel Crossing Canada.

tion and inseparable from it is the question of the growth of our population. The dream of 100 millions of people in this country is not so far off as might be supposed at first sight.

Last year's crop of newcomers from all sources, on reliable authority, amounted to 400,000 people. Add 100,000 as the natural increase to our own population and you have an annual increase in 1907 of half a million people. If this yearly increase is not exceeded and we go on increasing at the rate of half a million a year, in 25 years the population of this country would be 18 000,000; and if at the end of 25 years all outside immigration should cease, we will then be adding to our population at the rate of two millions a year, which in 25 years more, or 50 years from 1907, would give to this country (Canada) a population of 60,000,000 people.

This is the great future that Canada must now lay the foundation for, that Canada must build railways, canals and ocean terminals to take care of.

The safety of this great future must be guarded by the aggregate individual integrity of her citizens. This wonderful panorama of development is almost unfolding itself without our realizing what is going on, and as the lines of our transportation are extending themselves to the outermost corners of this great Dominion, unconsciously is being established a bond of union under the folds of a common flag which has been the symbol of equal rights, justice and freedom to the least of her citizens since the British Empire began. We may not speak the same tongue, nor worship at the same altar, yet as children of a common flag we are bound together by the thread of a common patriotism over whose strands—like the power of Niagara passing over wires to move in far distant places the wheels of mighty commerce—is passing a force of brotherhood, sympathy and power against which neither the voice of the demagogue nor the roar of hostile cannon can avail.

Hardware Trade Gossip.

Ontario.

M. B. Thorpe has sold his hardware business at Glen Allan.

D. Cinnamon, Lindsay, visited Toronto and London on Wednesday.

Harry Willford, dealer in stoves, tinware and furniture, has assigned.

J. A. Beatty & Co., Ridgetown, have sold their hardware business to W. H. Goodhue.

Wood, Vallance & Co., Hamilton, have been showing some fine window displays recently.

C. A. Fabien, refrigerator manufacturer, Montreal, was a visitor in Toronto on Tuesday.

John Dean, one time western manager of the Hamilton Powder Co., died at Kenora on Dec. 29.

Work has begun on the building to be erected by the Vokes Hardware Co. on Queen street east, Toronto.

H. C. Hunt, manager of the Brass and Steel Goods Co., Belleville, called on Toronto jobbers this week.

Clarence C. Skinner, superintendent of the Skinner Mfg. Co., Gananoque, was married on January 6th, to Miss Ethel G. Birmingham.

The Junction Hardware Co., West Toronto, have been succeeded by R. G. Christie & Co., the Cutts interests retiring from the business.

Thos. G. Dexter, of H. S. Howland, Sons & Co., Toronto, is on a trip to Winnipeg and the west. "Tom" Williamson is acting as buyer in Mr. Dexter's absence.

J. B. Schnitzler, representing the Electric Meter and Stamping Co., New Hamburg, manufacturer of shelf, builders, carriage and trunk hardware, was in Toronto last week.

Chas. T. Klopper, at Sarnia, manager of the Standard Chain Co., has resigned and has returned to York, Pa. Wm. Davies has been appointed manager and has assumed his new duties.

Incorporation is being sought by the Port Elgin Trading Co., capitalized at $20,000 to take over the grocery and hardware business of Fred. Magee. Fred Magee, C. R. Oulton, B. F. Wells, C. B. Copp and T. J. Allen are interested.

Quebec.

J. McOuat, Lachute, Que., has been on a visit to Montreal.

J. Dibblee, of W. F. Dibblee & Son, Woodstock, N.B., has been visiting Montreal hardware circles.

G. C. Davis, Frothingham & Workman, Montreal, is on a shooting trip in the Laurentian mountains.

General sympathy will be extended by the trade to Alex Gibb, Montreal, who lost his wife recently after a short illness.

J. R. Kinghorn, Montreal Rolling Mills, has been nominated for a seat on the Council of the Montreal Board of Trade.

T. F. S. Jackson, Edmonton, was in Montreal this week. Mr. Jackson is starting a commission business in the western city.

A. W. Mann, is now in charge of the smelting works of the James Robertson Co., Toronto, in Montreal, taking the place of Mr. Broadhurst.

Ralph L. Sheinwald, President of the Standard Paint Co., New York, has been visiting the Montreal headquarters of the Standard Paint Co., Canada.

The eleventh annual report of the Montreal Builder's Exchange, presented at a recent meeting showed that while the past year had not been so favorable to the building trade as some of its predecessors the directors felt that the prospects for the year were of a bright nature. Believing that it would be of the greatest benefit to their increasing membership, the directors had decided to secure a whole flat in the new Eastern Townships Bank Building. The co-operation of the members was asked in bringing about a permanent exhibition of building materials. J. N. Arcand was elected president, and J. W. Hughes, vice-president.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade. Retailers sending for catalogues and other matter supplied by manufacturers or jobbers, should write on their regular printed letterhead to ensure receipt of same.

Brass and Steel Goods—A neat 16-page loose-leaf catalogue of cast brass and steel refrigerator, cabinet and general hardware, issued by Brass and Steel Goods, Limited, Belleville, is ready for distribution. The lines shown include pad-locks, key-locks, show case hardware, brass hinges, refrigerator catches, locks and fasteners, and trunk and suit case hardware. Retailers jobbers and hardware manufacturers will all find the catalogue a valuable addition to their file.

Reorganize Lake Superior Corporation

British Capitalists Purchase the Securities of the Holding Company and Liabilities to Banks Are Liquidated—Additional Capital to be Brought in.

An important epoch has been reached in the affairs of the Lake Superior Corporation of Sault Ste. Marie. Ever since the Corporation was started it has had many difficulties to contend with. Some of these were of its own making. One of its chief difficulties at the start was the fact that like similar industries in new countries, its original cost was excessive. This was a serious handicap.

About five years ago a crisis was averted by the Government of the Province of Ontario guaranteeing a loan of two million dollars. Just about the same time there was also a complete reorganization of the corporation's executive officers, and a holding corporation, The Canadian Improvement Company, was formed to take care of the assets.

When the new executive took control it was found necessary to purchase some $2,500,000 worth of raw material while of funds available it had scarcely half a million dollars.

British Capitalists Invest.

Now the securities of the Lake Superior Corporation have been secured by a group of capitalists, chief of whom is Robert Fleming, of London and Edinburgh, a gentleman whose name stands high in the financial world. Associated with Mr. Fleming is F. S. Pearson, the engineer of London and New York, who will take a prominent part in the direction of the undertaking. He is already interested in the Canadian iron and steel industry, being a director of the Dominion Iron & Steel Co. and of the Dominion Coal Co.

The process of reorganization is not yet complete, not will it be until toward the end of the month. In the meantime the liquidating of the corporations liabilities has been accomplished. Hardware and Metal has been informed by one of the executive officers of the corporation that on Tuesday, January 12th, the last dollar owing the banks had been paid off. including loan guaranteed by the Ontario Government, $1,000,000 of which was paid off some time ago. Eighteen months ago its liability to the banks aggregated about $2,500,000.

The next move of President Warren and the directors is to secure additional capital to extend and improve the various plants of the corporation and to complete the construction of the Algoma and Hudson Bay Railway. Grading on this road is practically finished. Negotiations are now being carried on with a view to securing the necessary capital, and it is expected that by the end of the month the necessary money will have been secured and the process of reorganization completed.

The Officers of the company are: President, Chas. D. Warren; 1st Vice President, J. Tatnall Lea; 2nd Vice-President, Thomas J. Drummond; Treasurer and Secretary, Walter P. Faust.

The capital stock authorized and outstanding is $40,000,000; first mortgage bonds authorized, $10,000,000; outstanding about $9,000,000; income bonds authorized and outstanding $3,000,000.

Thirteen Subsidiary Companies.

The subsidiary companies owned and operated by the Lake Superior Company number thirteen. They are: Algoma Central & Hudson Bay Railway Company, Manitoulin & North Shore Railway Company, Algoma Commercial Company, Limited, Algoma Iron Works, British-America Express Company, Algoma Steel Company, Limited, Lake Superior Power Company, International Transit Company, Trans-St. Mary's Traction Company, Tagoma Water & Light Company, Sault Ste. Marie Pulp & Paper Company, Michigan Lake Superior Power Company, Lake Superior Iron & Steel Company, Limited. All of these except the nickel and pulp plants are at present in operation.

According to the report of the directors, presented at the annual meeting in October, 1908, the operations of the various subsidiary companies during the preceding fiscal year showed a net surplus of $1,072,000, an increase of $214,879 over the previous year, and this in spite of the fact that the steel plant had been closed down for a considerable time. No interest, however, was paid on the income bonds, as the earnings of the corporation had to be retained, the financial panic of 1907 making it unsafe for the subsidiary companies to depend on outside sources for necessary working capital.

Two Blast Furnaces.

The Algoma Steel Co., one of the subsidiary concerns of the corporation operates two blast furnaces, each of a capacity of 250 tons of pig iron per day. Since the steel works were established these furnaces have been unequal to the demands made upon them and an increase in the capacity of these furnaces to 500 tons per day is necessary for their own requirements.

The Bessemer plant consists of two convertors of four tons capacity each. The rail mill which is the first started in Canada consists of three stands of rolls. The plant is laid out with a view to handling rails from 30 to 60 feet in length and of eights up to 100 lbs. per yard.

In addition to the Bessemer convertors there are two basic open-hearth furnaces each of a total capacity of 400 tons. The capacity of the blooming and rail mill is 600 tons per day.

The output of pig iron by the Algoma Steel Co. during the last three years was: 1905, 66,235 tons; 1906, 130,902 tons; 1907, 135,852 tons. The output of standard steel rails was: 1905, 98,822 tons: 1906, 159,740 tons; 1907, 142,958 tons.

The open hearth furnaces started by the Lake Superior Iron & Steel Co. last year produced 25,321 tons of open hearth rails.

The bounties earned by the iron and steel plants of the Lake Superior Corporation during 1906 and 1907 totaled $833,483, being $272,076 for pig iron and $611,407 for steel ingots.

JOY RANGE PLANT SOLD.

The Canadian Heating & Ventilating Co., Owen Sound, have purchased the plant and business of the Joy Manufacturing Co., Toronto. The Joy Co., which has been making Malleable Ranges for about four years, has been taken over as a going concern, and the plant will be moved to Owen Sound and the business amalgamated with the Canadian Heating & Ventilating Co.

J. R. Joy, who has been superintendent of the Toronto plant will move to Owen Sound and continue to supervise the manufacture of the Joy Malleable Ranges. H. N. Joy, Manager of the Company, is retiring and will devote his activities to other interests.

The reasons prompting the sale are the better facilities for marketing the goods enjoyed by the Owen Sound Co. they having branches established at Toronto, Winnipeg, Vancouver and Montreal. They will, therefore, be able to place Joy Malleable Ranges on the market with a better connection and with considerable saving in freight and travelling expenses, that were necessary in operating the plant in Toronto.

There will also be an additional advantage in being able to manufacture the many articles in the foundry at Owen Sound which had to be purchased by the Company operating the Toronto plant.

Many difficulties were encountered in building up the Joy Malleable business as it was found difficult to secure satisfactory malleable castings from Canadian malleable foundries. This has been overcome, however, and the Canadian Heating & Ventilating Co. ought to be in a position to put a high-class malleable range on the market, and compete successfully with the high-priced malleable ranges imported into Western Canada from the United States.

COBOURG'S NEW INDUSTRY.

The Provincial Steel Co. which was chartered a fortnight ago with headquarters at Cobourg will take up the re-rolling of steel rails, which have become worn and run over at the edges, after having been used on the main lines where traffic is heavy. After being re-rolled at Cobourg the rails will be used for sidings where a slightly lighter rail can be used than on the main line. It is claimed that owing to the establishment of the G.T.R. Ferry, operating throughout the year, coal can be laid down at 80c per ton cheaper than any other point in Ontario.

Hardwaremen Bigger Than Their Business

An Interesting Story of How a Hardware Merchant is Helping to Improve the Breeding of Horses and so Increase the Income and Spending Capacity of the Farmers in His District.

In the economy of things he who can make two blades of grass grow where only one formerly flourished has been hailed as a true benefactor and reformer. In a similar sense he who by personal effort and campaign of education adds to the individual and collective wealth of the community in which he resides is worthy of all honor. The man, who enhances the prosperity of those around him and points the way to greater productiveness plays an important part in the life of the individual and the State.

There are in every centre a few men who are bigger and broader than their business. They find time to devote attention to matters tending to add to the wealth and contentment of the town or city in which they live. It may be in the municipal arena, the cause of charity, the promotion of new industries, the building of houses, beautifying the locality, improving the highways, looking after educational and moral interests or organizing a live, progressive Board of Trade. In countless ways they serve their fellows with faithfulness and zeal, and still find time to conduct their own affairs ably and well. No man can render greater service to those around him than he who gives his time and talent to the upbuilding of a cause that adds to the thriftiness and earning power of the farmer and the output of the farm.

Among the business men of Ontario who are taking the initiative along this line, is William Black, hardware merchant of Durham, Grey County, Ontario. Solely through his influence and untiring advocacy the town in which he resides, now boasts a monthly horse fair which has aroused much enthusiasm in the community and has started on a scale that ensures the permanent success of this institution. The first fair was held last month, and the next will take place on January 19. The fair, it may be explained, is for the purpose of buying and selling horses and one stipulation on the part of the management is that all animals offered must be in good condition. At these monthly gatherings the streets are thronged with farmers and the merchants reap a harvest from the large volume of trade. Buyers are present from Montreal, Toronto, Brampton, Guelph, Listowel, Harriston and other towns. A most successful beginning has been made and purchasers will soon begin to know one another better and the class of horses that are in demand.

At the December fair about 250 horses were offered and a number of profitable sales made. The horse market is unusually quiet at present, and some of the animals were not in good condition, but, with succeeding fairs, the promoters are confident there will be a decided improvement. A few of the animals were too young and others were not in the best shape. The most useful and popular horse there was the kind which Mr. Black has been encouraging the farmers to breed. It was a carriage gelding, weighing about 1,200 pounds, and sold for $225 to a merchant tailor of Durham. The animals ranged in weight from 900 to 1,600 pounds.

For years the farmers of Grey County in the vicinity of Durham have been breeding unsuitable and unsatisfactory animals for the market and realizing low prices. Mr. Black saw that they were not proceeding along right lines, and he has been urging his friends and neighbors to raise a class of horse that would command the highest price, a

WM. BLACK, DURHAM.

kind that would find a ready sale and bring from $50 to $100 more than the owners have been receiving. With the object of giving practical application to his ideas and affording the farmers an opportunity to add to their income last year he and another resident bought a fine, well bred stallion and placed him on the road and the average four-year-old colt from this horse, so the farmers freely acknowledge, is worth one-third more than the foals which have been reared in the past.

Interviewed on the result of his work and how the farmers were taking to the plan of breeding for more profitable foals. Mr. Black, who has taken an interest in horses in his section for several years, said: "Last season was the first we owned the horse. We have bred him to 124 mares, and I think about 90 will prove in foal. For the service fee we charge $10. Our horse produces different kinds of stock, according to the kind of mare he is bred to. From one style of mare he will produce the finest carriage horse that can be found. He will also produce a hack horse, a driving horse suitable for a doctor or a clergyman, a delivery horse, a military horse and the most serviceable farm horse that was ever needed on any farm. I am glad to say that the farmers fully appreciate what I am doing in connection with breeding, and in feeding their horses and preparing them for market, which precaution they were very dilatory about previously. It is impossible to sum up the added wealth in the pockets of the residents in this section, since I began this work. I am well satisfied, however, with the progress that the farmers are making in the breeding line. When I began taking an interest in horses here six years ago, the farmers were not raising suitable animals—at least not according to my taste and judgment, and I was obliged to procure a stallion, not as a money-making venture, but in order to give expression to the views I held on the important industry of proper breeding and to show the farmers how to produce the right kind of equine flesh—the kind that would readily sell and command the highest figure. I am glad to be able to say that my campaign is having a good general effect throughout this section. This district will, I have no doubt, soon be unsurpassed as one of the best horse raising communities in the country."

Mr. Black also takes a deep interest in municipal politics. He ran for Mayor of Durham at the last election, and, in a spirited contest, was defeated by only a few votes. It may be mentioned that he is secretary as well as founder of the Durham horse fair, and conducts a most successful and up-to-date hardware business, handling shelf and heavy hardware, builders' supplies, graniteware, silverware, etc.

A careful estimate of the added wealth to the community tributary to Durham as a result of the superior and more serviceable class of horses now being raised is $10,000, which means that the breeders have that much more money to spend every year. This sum freely circulating in a town among the merchants, and the farmers brings more general prosperity and larger returns as every movement tending to increase the amount of available cash, creates more business and results indirectly in raising the value of factories, stores, houses, land, rents and other things which make for "good times"

William Alexander Bell, aged 45, for the past ten years Toronto traveller for the Imperial Varnish & Color Co., died on Sunday, after an illness of many months. For a number of years he was employed in the City Clerk's office, and later went to the Imperial Varnish and Color Company.

Develop the Sporting Goods Department

With the breathing time that the early part of the year gives the retail merchant, a fine opportunity is afforded of studying out ways and means of improving the sporting department. This part of the hardware trade is a very important one. Not only does it compare favorably with other lines as regards profits, but it has the great advantage of being less affected by "hard times." Trade may be bad and money scarce, but the sportsman will not be hindered from pursuing his recreation under the best possible conditions, and that means by equipping himself with the best article. Be the times hard or soft, the sporting department is one that brings an unfailing source of trade to the hardwaremen. The dealer, therefore, should till this profitable ground to the uttermost, and it is now that he can best think out the means whereby this tilling can be rendered more thorough.

Examine the Stock.

In the first place the general inventory now going on gives him the opportunity of thoroughly examining the stock, and of judging the lines that sold the best during 1908. It may be that a certain type of fishing tackle was entirely sold out, while others were dead stock and now remain on his hands. He will therefore resolve to concentrate his buying this year on the good sellers, and to clean off the old kind as soon as possible at bargain prices. And so on, if necessary, in the case of other lines. The merchant may also find that he had figured his prices too low on a certain class of goods, and that he had not reaped the most advantage from his trade. The remedy is easy. One of the greatest errors that the merchant has to guard against is the figuring of profits too low. He is apt to forget the extraneous circumstances that necessitate a higher percentage on some articles than on others, and that an article which sells over and over again can bear a lower profit than the one which sells less frequently. Again, in talking of profits, a man who gauges the requirements of his district with great foresight may make more profit at 30 per cent., than another at 50 per cent. He knows that there is a demand for a certain class of goods at a certain season. He orders so that his stock is ready for this demand. He does not wait until customers are in the store before he sends to the jobber. He is there with the goods and he sells out. The other man has to refuse orders because he has not the goods, and finishes his season with a heavy stock that has to be carried over or sacrificed. Especially will this be applicable in a year like the present when trade will open out early, and when the man who has the goods will reap the greatest benefit.

Push Developing Lines.

Bearing in mind the important facts which the past year has shown him the merchant can start on a much stronger campaign. Certain lines which were only taken up in a tenative way, may be on the advice of a traveller, proved a most excellent investment. He will therefore make a strong effort to push these lines this year, placing a much larger order with the jobber. For instance, the store may be situated on a main road largely frequented by automobilists. A few accessories necessary to automobiling, such as special tools, batteries, horns, etc., carried on trial may have sold wonderfully well, for accidents and mishaps occur to the best regulated car. The merchant, therefore, should resolve to extend his stock, especially if he has noticed a development of the traffic along the road, and what is equally important, he should make up his mind to advertise the goods. Carry a conspicuous sign or notice that automobile requisites can be had at the store.

Be Ready With the Goods.

A near-by lake or river may be developing in popularity as a fishing resort. Take this into account when ordering the fishing tackle. There may be some talk of forming a yachting or boating club in the district. The merchant should do his best to encourage this movement by personal help in its organization, or by other means, not forgetting the business end of securing the trade by being well prepared for it. In all such movement, whether it be in baseball, tennis, or golf, the merchant should be ready with the goods. That is the great and essential point.

Location in the Store.

Then again the merchant should ask himself the question: "Have I given my sporting department a good selling position in the store. Have I so displayed my stock that customers are attracted." A great deal depends upon the location of a department. The goods that are hidden away in a dark portion of the store are under a serious disadvantage. Not only are they overlooked by a customer, but it is irritating to have to examine a gun, rod, or racquet, as the case may be, in a light that is not good, thus necessitating an adjournment to the front part of the store to view the article properly. And a sportsman is very particular on this point. He wishes to examine the article thoroughly for on its qualities depends the best enjoyment of his sport.

Displaying the Goods.

Very much depends upon the interior display. If fishing tackle is attractively arranged, golf sticks neatly placed in stands, yachting or boating supplies well displayed, customers are at once interested. And it must not be forgotten that it is not so much the customer who enters the store to buy a specific sporting article who demands the strongest attention of the merchant so far as attraction is concerned, but the customer who enters in the first place to buy something else. And here lies the advantage of a good interior display.

Then we have the windows. Does the merchant consider that he devoted as much space as he might have done to his sporting displays. Does not the increasing growth of his sporting department demand more attention in the windows. These questions the dealer should at once answer. He must not forget that there can be no greater selling force than his window displays, and no better advertisement for the store generally. A sporting window at any time of the year is the most attractive window that a merchant can put in.

A Growing Demand.

Thus, going over his campaign for the coming season, the merchant can put himself in good shape. He may decide to advertise more freely, to carry larger stocks, to develop certain lines for which the peculiar location and propensities of his district have created or are about to create a demand to display his goods more frequently, and to identify himself more personally with the athletic spirit of the community. Whatever course he may decide to undertake, he may rest assured that the development of his department will be worth his while. The demand is an ever growing one, while the profits are not so cut as they are in other lines, and at the same time the opportunities for developing the trade are much greater and certainly more interesting. The growth of his sporting department can be made at the same time a source of profit and of pleasure to the hardwareman.

GIVE THE TRAVELER A HEARING.

"Yes sir, the man who refuses to see a traveler makes a mistake every time if he will look at the matter in a calm reflective light," said the manager of a large establishment to Hardware and Metal this week. "I believe he can get pointers, even if he is stocked up with goods and does not need anything, that will well repay him for the time taken up in conversation or in looking over samples.

A traveler called on me some weeks ago. I was pretty busy, so when he asked me how my supply of globes was I pointed to my stock and replied that I was stocked up to the neck. "Well," he added, "I would like to have you look at my samples." I hesitated but finally said that I would give him a few minutes.

In getting the prices I learned more about buying and the prevalent quotations than I had for months past. I found that he was twenty per cent. lower than what I had been paying even under the most favorable arrangement. "Are these your regular prices," I asked, and he assured me that they were. I knew that a glass combine had existed on the other side but I was not aware that his house had broken away from it. The representative added that the bottom would soon drop out of the whole affair and I found that he was right.

I firmly believe that goods well bought are half sold as I have found it true in my experience. Yes, sir, time spent with travelers often repays you in many ways and I always make it a point to give them a friendly reception no matter whether I am stocked up with goods or not," concluded the jobber.

The Toronto Bolt & Forging Company, Toronto, have issued a very large calendar about 20x36 inches, the figures being large and easily discerned. Above the date pad are fine views of the company's rolling mills and bolt works at Swansea. Requests for this calendar should be forwarded at once.

HARDWARE AND METAL

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WILL BE A BIG YEAR.

The expressions of opinion published in our January 9 issue as to trade prospects for the year are all marked with the utmost confidence in the future. There are no signs of doubt as to the trend of business; no lukewarm assertions that trade may be good if such and such a thing permits. But the positive declaration that trade will be good—a declaration based, not upon mere optimism itself, but upon tangible indications that are apparent to every business man who has bestowed thought upon the situation. And over and above all each manufacturer and each jobber is resolved to make his assertion good by exacting the largest share he can of the prosperity that he knows is within his reach. Thus we shall have wheels within wheels quickening upon each other, and all contributing to the great volume of business that will characterise the trading of 1909.

And the retail merchant can play his part, and a mighty part, too, in the great advance. He can encourage the consuming demand. He can by his window displays and by the completeness of his stock attract the purchaser into his store. He can, by permeating his store with a general cheerfulness of belief in the development of trade, encourage that trade. People economized all last year. They believed that the monetary conditions of the country necessitated that course, forgetting in their short-sightedness that they were fostering the very drawbacks which they so much regretted.

It is the merchant who can shake consumers out of the rut of economy. He can tickle their appetites and tempt them out of their fast. Let him show to his customers that he is confident of the trading prospects of his district, and confident of securing his share of it. His confidence will inspire confidence, and consumers relieved of the bogey of doubt, will purchase as they should have purchased last year. Following out this attitude the merchant will not order from hand-to-mouth, but will book ahead liberally as he did in former years, thus backing up and encouraging manufacturers and jobbers in the course they have decided upon.

There is no reason to doubt the future. In the first place, the year starts under much better conditions than did 1908. There have been many months of steady building up. Concerns which were severely shaken by the depression, because they had developed beyond their strength, are now back upon a firm basis. The magnificent harvest has enabled farmers to liquidate those heavy obligations that they had in cases incurred through land speculation and too great an eagerness to get rich quickly, while all of us have learned the lesson of moving progressively but steadily.

The whole country breathes vitality and strength. There is the consuming economy of a year to be added to the natural development of a country that is going ahead by leaps and bounds. Capital poured into the country last year and it will do so again this year, while railway construction will be developed more vigorously than ever. Thus from the Atlantic to the Pacific will there assuredly be a great development of trade. The constituents are here, the power is here, the energy is here. It must come, and it will come.

LINSEED OIL ADVANCES.

An advance of four cents in the price of linseed oil this week verifies Hardware and Metal's advice of a month ago that "the dealer who buys now for spring delivery is likely to be in a favorable position." At that time raw oil was quoted at 55 cents in Toronto and Montreal, a figure about as low as it could be expected to go under present conditions, this low figure being due to competition amongst the crushers.

In Hardware and Metal of December 12. editorial announcement was made of an agreement being made between the crushers, but a hitch arose and prices broke to the 55 cent level. Many firms took advantage of the opportunity to book their season's supply, but others, including some jobbers, waited too long, not expecting the crushers to get together again.

Hardware and Metal can now definitely announce the completion of the mutual agreement foreshadowed five weeks ago, all the Canadian crushers having reached an understanding. Jenkins & Hardy are secretaries of the new association, which is aimed to make the market more stable, the crushers setting the price for the jobbers and the latter getting their rebates on carload orders providing they maintain the prices.

The new price of 59 cents per gallon for raw, in quantities of from one to four barrels is within the fraction of a cent of the cost of English oil laid down on this market, including, of course, the duty of $1.25 per 100 pounds, equalling about 12 cents per gallon. The price of American oil, laid down here, including the duty of $1.65 per 100 lbs. (about 15 cents per gallon) would be about 64 or 65 cents per gallon. It will be seen, therefore, that the duty at present low prices of oil runs from 25 to 33 per cent.

Under the new arrangement prices will probably be steadier, they being governed, of course, by the import price of English oil. And now that the market is strengthening the demand should increase, as buying is always greatest on a rising or firm market.

TO BE LARGE CONVENTION.

Indications are that the convention of the Retail Hardwaremen of Ontario, at Hamilton next month, will be the greatest event in the history of the hardware trade in Canada. No previous convention has been attended by over 100 retailers, but reports received have forced the officers of the Ontario Retail Hardware and Stove Dealers Association, to revise their first estimate of 150 and figure on about 200 retailers registering at the convention. Even this estimate is considered low by many in close touch with the trade, Hamilton jobbers having made an estimate that 250 retailers will attend. In addition to this between 50 and 100 representatives of the jobbing and manufacturing houses will visit Hamilton during the convention.

The program this year is better and more elaborate than arranged for any previous convention. Some of the best known men in the trade in New York and Montreal have been invited to assist in the educational program being drawn up. Then there will be the ever popular "Question Box" discussion. And new features include the visiting of factories to see how hardware is manufactured and the exhibitions of samples

by manufacturers about 20 well known Canadian and United States firms having already engaged space for displays.

Altogether it looks as though the coming convention is going to be an event to be long remembered and Hardware and Metal urges every retailer to make an effort to visit Hamilton on Feb. 9, 10 and 11. If for nothing else it would be the occasion for a brief relaxation from business—and a few days spent in the congenial company of other hardwaremen out for a good time and open to give and receive information helpful in making their business more profitable.

If any retail hardwareman has a question regarding his business which he would like to have answered, let him attend the Hamilton convention, and either put it in the "Question box," or ask some retailer from another town. And if any one in the trade has doubts about the advantages of having such an organization as the Retail Hardware Association and hesitates to pay the small membership fee required let him attend the Hamilton convention and investigate. If he fails to receive his money's worth and returns home disatisfied the editor of Hardware and Metal will be very much surprised.

THE ANNUAL INVENTORY.

The first thing the successful hardware man will want to know each year is how he stands with his finances, what profit he made last year and what goods is he overstocked in. As soon as possible, therefore, after Christmas he should take stock. Some put off this important work until as late as February, while the majority choose January as the most convenient time. Still others, and some of the most successful retailers are following the jobbers in completing the work between Christmas and New Year's.

The inventory must be taken before the books can be properly balanced and the profit on the year's business shown. But even more important than knowing how last year stood is to know what to do in the year to come—and knowing, to begin early. Stock-taking will reveal what lines have been over-bought and the sooner the inventory is taken the earlier can an "after the holidays" sale begin. If a dealer attempts to conduct such a sale before taking stock he is more than likely to overlook some line which ought to be cleaned out but which he does not know is overstocked.

It costs money to carry stock over from season to season, while profits are most easily made in turning stock into cash as many times as possible during the year. It may be handy at times to have a supply of goods bought a generation ago but the departmental store method of getting rid of unsaleable goods and using the proceeds to secure a stock that will turn over quickly is the modern and most profitable business plan.

Each dealer must decide what is "dead stock." The writer knows a hardware man who would not consider iron pots and frying pans bought a decade ago as dead stock, and he knows others who would consider modern enameled ware dead if they couldn't turn the stock into cash twice a year. Conditions vary and no rule can be set down as infallible. But the point is that the retailer should take his inventory as near the beginning of the year as possible so that he can select the lines he wants to unload and then do his utmost to turn the dull season into a busy one by offering such inducements as will bring customers to the store and buy the lines which are tying up money which ought to be at work earning profits on up-to-date lines.

NEW TURPENTINE INDUSTRY.

An interesting development in the paint and oil industry of Canada is the incorporation this week of the Canadian Turpentine Limited, a company which has been organized for the purpose of manufacturing spirits of turpentine by the new process, also of fine tar, fine oil, and other products of Norway red pine. The head office is at Montreal, and the works are being erected at Barry's Bay, Ont., and will be in operation in about two months.

Repeated attempts have been made to inaugurate this industry, but this time it is understood to be on a solid basis, and likely to be a source of profit to the country, as there is abundant material available. The names of the provisional directors have not yet appeared, but they include Professor Donald, official analyst to the Dominion Government, and R. Munro, managing director of the Canada Paint Company, Montreal. The new process produces turpentine at a less cost than the old, and the quality is equally pure.

PAYS TO BUY EARLY.

Dealers should regard with attention the growing strength of the United States markets, and not leave their ordering so late as to stand a chance of being squeezed. Advances from time to time have indicated the advancing trend of prices across the border and this week we have to report an advance on box wood rules of from 7 to 15 per cent. on all lines, this making for instance No. 68 $1.15 per dozen. No doubt a contributory cause is the cost of production, wood becoming much dearer as time goes on, but still straws show which way the wind blows and the wind certainly seems to be blowing for higher markets generally. In any case, the dealer makes no mistake in ordering his goods early.

RAILWAY COMMISSION EARNS PRAISE.

After sitting for nearly a week in Montreal and Ottawa the Railway Commission swept away the new classifications and rates of the Canadian Express Companies, which have been in vogue since the beginning of the year, causing great complaint all the way round. The alterations were allowed, said Judge Mabee, under a misapprehension, and must be at once revoked, the old rates coming into operation again. Thus the mercantile community is relieved of the many changes in the new schedule, the majority of which appeared to provide simply for advances in rates. Judge Mabee, in his decision, dealt especially with the unfairness of the charges on returned empties, and the unreasonableness of the weight and measurement rule.

A strong point in the proceedings was the contention that express companies in accepting parcels for delivery were carriers and not forwarders, and therefore should assume all responsibility for the safe delivery of these parcels until they reached the hand of the addressee. It is certainly not fair that the shipper should stand the loss that may be experienced by the express companies handing over a parcel at any outside place to an irresponsible carrier to deliver. The express companies should be made common carriers under the Railway Act, fully responsible for fire, default of persons in their service, and other negligence of carriage.

It is time that the whole question of the express companies' charges and classifications were thoroughly revised. This is for the Railway Commission to do. Whatever may be unreasonable on both sides of the question as between the companies on the one hand and the mercantile community on the other, should be cleared up before the Railway Commissioners. After the present storm it is certain that particular attention will be paid to any further proposed alteration of the tariff by the express companies.

On all sides expressions of approval are heard of the firm action taken by the Railway Commissioners, and the commission is bound to be regarded with greater confidence and respect by merchants and the general public as a result of the incident.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 74.)

MARKETS IN BRIEF.

Montreal.

Tin—Cut of ½c.
Turpentine—Increase of 2c.
Linseed Oil—Advance of 4c.
Paris Green—1c lower.
Boxwood Rules—Advanced from 7 to 15 per cent. on all lines.

Toronto.

Turpentine—Advance of 4c.
Linseed Oil—Increase of 4c.
Tin—Slightly easier.
Plumbs and Levels—Slight decline.
Boxwood Rules—Advanced.
Cordage—New list expected.

MONTREAL HARDWARE MARKETS.

Montreal, Jan. 15.—A very much brighter tone is observable in the markets this week. Orders have increased in general shelf goods for immediate delivery, while booking for spring goods such as lawn mowers, ice cream freezers, green wire cloth, screen doors and hinges is steadily developing. Lawn mowers especially are showing good strength. Of course the fact that travellers are now at work on their territories is largely responsible for this improvement, but in addition to inquiries and general indications show that dealers are displaying much more confidence in the prospects and are beginning to cover their requirements more thoroughly than was noticeable this time last year. Jobbers are still busily engaged with representatives from the United States, and are placing most satisfactory orders. A good year is being relied upon, and measures taken accordingly.

Taking everything into consideration the year is opening out in very fine shape. Lumbermen's supplies after being on the quiet side are now showing much better strength, and cant hooks and cross cut saws are moving well. Carpenter's tools are in better demand.

The markets are very firm in tone. Box wood rules have been advanced from 7 to 15 per cent. on all lines, this making No. 68, for instance, $1.15 per dozen.

BUILDERS' HARDWARE—A spurt is noticeable in these lines. A good demand is expected to develop as stocks are reported light. Discounts on door sets are 50 and 10, escutcheons 50 and 10; escutcheon pins, steel 50, brass 55, spring hinges per gross, No. 5, $17.50; building paper O. K. No. 1 per roll, 75; No. 2, 70.

SPRING LINES — An encouraging movement is noticeable in the booking for spring. Lawn mowers are going very well. Green wire cloth, poultry netting, screen doors and screen hinges are also in better request. Screen doors, stained, $7.80; grained, $8.10; poultry netting, 60 and 2½; green wire cloth, $1.70 in 100 ft. rolls.

SPORTING GOODS—Skates, hockey sticks, and snowshoes are quiet, the weather locally not being so favorable as it might be for these sports. We quote Dominion rim cartridges and C.B. caps, 50 and 2½ per cent.; B.B. caps, 50, 10, 2½ per cent; crown black powder, 20 per cent.

BOLTS AND NUTS—A fair movement characterises bolts and nuts, the advance last week apparently having the tendency to stimulate trade. Discounts on carriage bolts ⅜ and smaller are 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½. Wire nails are still quoted at $2.30.

SCREWS — A better movement is noticeable in screws, all sizes receiving attention. Discounts are maintained at 85 and 10 off for flat head bright; 80 and 10 off for round head bright; 75 and 10 for flat head brass, and 70 and 10 for round head brass.

HOUSEHOLD UTENSILS—Tin ware and granite ware are showing much better strength, and good trade is opening out. Carpet sweepers continue slack, but there is more life to wringers, washing machines, food choppers, and sad irons. We quote Sad Iron, Mrs. Potts, No. 55, 75c; No. 50, 80c per set; Asbestos, $1.50; cake makers, $17.25 per dozen; bread makers, $18 per doz. and upwards.

LUMBERMEN'S SUPPLIES — Lumbermen's supplies are showing stimulation, and cant hooks and cross cut saws are now moving well. Good trade continues to be done in axes, axe handles, and boot calks. We quote, Boot calks, $1 to $1.25 per 1000; Wing calks, $6.50; cant hooks, $12 to $16 per doz.; axe handles, $1 upwards; axes $6 upwards.

TORONTO HARDWARE MARKETS.

Toronto, Jan. 15.—Trade is beginning to liven up after the holiday dullness, stocks being depleted in most staple lines and the general feeling that the coming year will witness a revival in building and industrial activity helping to encourage dealers to fill up the vacancies in their stock. On the other hand hardwaremen are being hit by the open weather in Ontario so far this season, such winter lines as skates, snow shoes, toboggans, snow shovels, etc., not selling as freely as the trade would desire. The holiday sales of these goods were very disappointing in some districts and it looks as though much stock will be carried over until next winter.

Forward orders for spring goods are reported to be very satisfactory, and good bookings are being made for ice cream freezers, lawn mowers, screen doors and windows and green wire cloth.

During the past week prices have been revised on planes, boxwood rules, plumbs and levels, etc., the changes being slight, except in the case of boxwood rules, which are advanced from 7 to 15 per cent. The rearrangement on plumbs and levels are understood to work out a slight reduction with planes showing very little change. The reason for the readjustment is said to be a revision made by the Stanley Rule and Level Co., who have been operating a plant at Roxton Pond, Que., for some time.

Next week we expect to be able to announce new prices on cordage and binder twine. Conditions in the primary markets warrant a decline in prices this season and when new lists are issued we expect prices will be lower, not only on cordage, but also on binder twine.

SEASONABLE LINES—Reports received indicate that skates and snow shovels are selling slowly owing to the lack of snow. Toboggans and snowshoes are also hit by the open weather. No. 19 snow shovels are quoted at $2 net.

SPRING GOODS—Booking business is satisfactory according to the jobbers, an improvement being looked for over last year. Lawn mowers are probably the best sellers, though screen doors are being booked in large quantities in fear of a possible shortage. Refrigerators are also being ordered in considerable quantities. We quote 9 in. 3-wheel lawn mowers at $3.30 to $3.37; screen doors, stained, $7.80, and grained, $8.10 base.

WIRE—New prices on barb wire f.o.b. Toronto are: Galvanized barb, $2.85, and plain twist, $3.20. Coiled spring wire continues at $2.75 f.o.b. Toronto for No. 9. Galvanized wire is quoted at Pittsburg, instead of Cleveland, base sizes, 6 to 9, $2.25. Less than car lots 10c higher. Wire nails are unchanged at $2.30; poultry netting at 60 and 2½, and green wire cloth $1.70 in 100-foot rolls.

BUILDERS' HARDWARE — An increased inquiry is noted and reports everywhere indicate greater activity in this line this year. Door sets, locks, escutcheons and bells are quoted at 50 and 10. In builders' supplies Canadian Portland cement is quoted at $1.70 per barrel f.o.b. Toronto, and heavy straw plain and tarred building paper, $37.50 per ton.

HOUSEHOLD UTENSILS — Carpet sweepers are not active but a good inquiry is being received for tin and granite ware, food choppers, washing machines, sad irons, etc. Lamps and lanterns are also selling seasonably. We quote $6.75 for cold blast lanterns.

HEAVY GOODS—Last week's changes in the list has brought increased inquiries for bolts and nuts. Bar-iron is unchanged at $1.95. Stove bolts have advanced to 80 and 7½. Bright and steel wood screws, flat, 85 and 10, and round head 80 and 10 per cent. Brass screws are flat, 75 and 10, and round, 70 and 10.

MONTREAL METAL MARKETS.

January 15.—With the decided slump in the English tin market local jobbing prices have been marked down ½c, and the quotation of 32½ is now obtaining. This decline has had the effect of stimulating the purchasing of those who are in want of metal immediately, al-

though it has tended to hold off orders for future requirements. Falling prices do not encourage confidence. The other metals are fairly strong in tone, with perhaps the exception of lead. Business in copper has been very fair, while in spelter it is improving. Iron and steel products are firm, with an advancing tendency, and it is extremely probable that higher prices will soon be issued. Trade generally is steady and showing increasing strength. The progress is slow but sure.

The dullness apparent in the primary markets of the world makes us all the more satisfied with conditions in the Canadian markets. In our little way trade seems to be moving much more briskly. In New York there is a general feeling of disappointment that the year has not opened with the active business anticipated. The whole situation shows the folly of allowing the wish to father the thought to too great an extent. A dullness is only to be expected. This is the usual time for such a state of affairs, and although conditions were in favor of an exception to the case this year there was no justification for being too sanguine as to the consuming activity. The disappointment, therefore, has only tended to intensify the dullness. The railroads continue to display no particular anxiety to enter the markets, while the jobbing trade is very quiet.

In the meantime tin has weakened badly, while copper is only being held up by those who are engineering for higher prices. Undoubtedly both metals are facing very heavy visible supplies, the only difference in the two cases — although it is a great one—being that many of the large tin operators have been unloading, while copper producers and large sellers are holding off the market. Spelter continues very firm in both the London and St. Louis markets, and has an advancing tendency. Lead has been showing weakness again. Iron and steel conditions are somewhat weaker in the Old Country, and the whole tone of the market is not quite so good. There is no marked alteration in the United States situation. Pig iron prices are being held, with fair business doing. Steel specifications are a little heavier. There is, however, some talk of shading in finished steel products. A comparison of present prices and those of January of last year in pig iron, billets, finished iron, steel, sheets, nails and wire, shows that lower figures are now generally ruling. For instance, foundry iron, both Philadelphia and Chicago, show a difference of 75 to $1.50 respectively. Steel billets are $3 lower, steel bars and angles are also lower, while in wire nails, and black sheets there is a reduction of 10c.

PIG IRON—Trade is somewhat on the quiet side, but orders are coming in steadily. Canadian furnaces are reported active, with prices firm. It is probable that finished iron and steel prices will be advanced shortly as the market is decidedly firmer. Orders for imported pig are fair, and we quote: Middlesboro No. 3, $19.50; Summerlee No. 1, $21 to $21.50; No. 2, $20.50. Cleveland warrants are quoted at 48s. 4d., a reduction on last figures of 8d. Trade is reported not so good, but this weakening may be the result of the customary mid-winter dullness. Conditions in the States are on the dull side, but there is general confidence in the prospects, and prices generally are held firmly. There are reports of shading in finished steel in one or two quarters.

TIN—The decline in the English market has reduced prices locally, and we now quote 32½c for jobbing lots. Business has been steady, and the reduction in prices had tended to stimulate orders for immediate requirements. Confidence in the market has, however, for the time being, been destroyed. The dullness of the American consumption, and the unloading that has been going on in London by the recent big bull operators, are responsible for the weakness in tin. There is plenty of metal in sight.

COPPER—There is no change in copper quotations. The jobbing price of 15½c still obtains, with a fair amount of metal passing into consumers' hands. The recent hardening of prices in New York stimulated inquiries, but absolute confidence in the market is far from obtaining. The announcement by a copper expert that the increase in the stock of refined copper is over 100,000,000 pounds compared with January of last year, shows that even the record exportation to Europe has not kept down the surplus caused by the great production going on. Consumption is quiet in the States, but producers and large sellers still appear confident. They have been trying hard to force the market upwards, but find it increasingly difficult the longer legitimate buying is held off.

SPELTER—Spelter is very strong in tone. Orders are steady, with a tendency to improve. Prices are unchanged, and we quote $5.50. The English market is in a very firm position, and at present holds the record for stability. St. Louis prices have advanced 5c.

LEAD—Lead is unchanged at $3.70 for imported pig. Trail is about 10c less. The English market is weaker again, and there seems a prospect of lower figures ranging. Trade locally is fair.

TORONTO METAL MARKET.

Toronto, Jan. 15.—Continued quietness rules the local metal situation and on the whole prices are somewhat easier, though quotations remain at the old figures. The forecasted and anticipated resumption of business after the holiday season and at the turn of the year has not yet materialized. Buying is still done from hand to mouth, and manufacturers are not stocking up. Jobbers did stock up a little in anticipation of business, but when buyers do not care to take stocks they cannot be forced into making sales. Iron prices are low, copper prices are unsteady and tin is fluctuating. The last named metal declined in London, New York, Montreal and Toronto early in the week, but it is back again at last week's quotation. Stocktaking is still the order of the day and this to some extent has hampered present business.

PIG IRON—Quotations are the same as have prevailed for some time past—Cleveland, $22; No. 3 Middlesboro, $21; Canada Foundry, $18.50. Output is increasing. There is again talk of cut prices in the United States, but with the exception of lower prices in steel plates there is no change as yet across the border, and no tendency towards lower prices here.

COPPER—Unstable prices are still a factor. It is believed in many quarters that over-production is one reason why buyers are shy, thinking that because of this they can do better by waiting. Two companies have recently been formed in the Eastern States to deal extensively in copper and to restrict to some extent the output and production of copper, thereby putting the metal on a firmer base so far as price is concerned. This is no new feature, as a similar plan was tried some three or four years ago, but the experiment was only partially successful. There is plenty of money behind the new companies. The local price is still at 15½c.

TIN—Probably more than any other single line tin is talked of to-day. The price has gone up and down pretty frequently of late. This week opened with a slight increase, but the high figure was held but two days, when it declined again. One good thing is the fact that none of the metals go below the present base. One thing that appears to retard an advance is the knowledge possessed by all interested that there is plenty of tin in stock and in sight. The price is yet $31 to $32, though some was offered this week for $30.

LEAD—Imported pig is at $3.80 locally, and the metal is held firm at the price. At present lead is a very stable article and it does not at all participate in the fluctuations of the other metals.

SPELTER—Trading is steady with this line, though no great volume of business is being done. Quotations remain at last week's figures, $5.50.

SHEETS AND PLATES—Though plates are unsteady in the U. S. they are not so here. Prices are the same. Importations are made in large lots at certain seasons, so the speculative element is eliminated more or less and in consequence there is very little fluctuation in price.

OLD MATERIALS—This line has again gone to the quiet side of the street. All old materials are easy and rubber especially so. Prices are the same as last week, and buyers are paying for: Light copper, 11c to 11⅛c; heavy copper wire, 12¾c; heavy red brass, 11 to 11¼c; heavy yellow brass, 8¾c to 9c; light brass, 6½c to 6¾c; heavy lead, 3c; zinc, 3¼c to 3½c; No. 1 wrought iron, $10; stove iron, $12; machinery cast iron, $14; rubbers, 8c to 8½c.

U. S. IRON TRADE.

Cleveland, Jan. 14.—The Iron Trade Review says: Progressive developments in the iron and steel industry have been almost entirely lacking during the first several weeks of the new year. The general condition of the market is practically unaltered; sentiment and expectancy are favorable, but actual improvement is slow. Some steel makers who had anticipated a sharp turn for the better after the first af the year are inclined to be somewhat disappointed, although it is appreciated that it is quite early to draw conclusions.

It is becoming evident that some factor, generally believed now to be the tariff, is likely to have a deterrent effect upon the motion of the industry toward a normal basis. The usual expectation is that the new tariff bill will not be framed or enacted before June

or July, and that the market will be obliged to undergo this element of uncertainty throughout the first half. It is hoped that even the probability of a radical revision will be discounted by the trade long before final legislative action, but the buying public appears slow to make up its mind upon this question.

The attitude of the railroads in lending little support to consumptive demand by reason of their own difficulties, is changing very slowly for the better. Some evidence for encouragement is presented this week in the application to the mills by the New York Central lines, for 80,000 tons of steel rails for 1909 delivery. This action is virtually equivalent to the placing of the contract, as the specifications governing the manufacture of the rails have been agreed upon between the railroad and the makers. The New York Central is the third line to place a large rail order covering this year's requirements, the others being the Pennsylvania and the Chicago Burlington & Quincy. The Pennsylvania lines this week began to specify against their contract for 135,500 tons, and it is anticipated that the full tonnage will be rolled by the mills during the present winter.

THE FUR MARKET.

Montreal, Jan. 15.—The tone of the fur market is decidedly strong, higher prices being realized than at this time last year, especially is this noticeable in lynx, dealers now offering as high as $12 for good specimens. Fox is scarce, and high prices are going for good skins. Fisher are also in strong request, $9 being offered in some cases. The attempt to farm foxes up to now has proved a failure. We quote: Mink, $5 to $6.50; marten, pale, $4 to $6; dark, $8 to $20; fox, red, $2.50 to $4.50; lynx, $5 to $12; otter, $15 to $25; fisher, $5 to $9; weasel, 25c to 35c; muskrat, 15c to 25c; Canadian coon, 75c, to $1.25; skunk, 40c to $1.25; bear, large, $8 to $10; small, $3 to $5.

OLD EXPRESS RATES RESTORED.

After being in operation for a few days the new classifications and rates of the Canadian express companies, which had aroused complaint all over the country, were abrogated by the Board of Railway Commissioners, sitting in Ottawa on Monday, the old tariff thus coming into force again. During last week sittings were held in Montreal, and it was seen from day to day that the weight of evidence was going against the express companies, and it was not a matter of very great surprise when Judge Mabee intimated on Friday in Montreal that he would cancel the rates.

In the evidence taken at Montreal strong objection was made to the new form of contract, and to the clause providing for valuation charges to insure against liability to loss where the consignment exceeded in charges $50. The necessity of examining goods for valuation was generally considered a severe onus on the mercantile community. It was also contended that if the express companies accepted a parcel they should assume all responsibility for its transportation. Another strong point was the imposition of a charge on returned empties and the weight and measurement rule. It was also pointed out to the Railway Commissioners that the increase in tollage would amount in many cases to about 100 per cent., and that the new tariff was not only unreasonable, but an unworkable proposition. The clause preventing enclosures being made in parcels is also considered objectionable. According to the new regulations agents were instructed to refuse to accept parcels containing enclosures.

J. E. Walsh, manager of the transportation department of the Canadian Manufacturers' Association, made the strong point that the express companies in accepting parcels for delivery became not so much forwarders as carriers, with the asumption of all the responsibilities of a carrier, and that it was not practicable for a shipper to prove to the satisfaction of the express companies a case of fraud or of negligence on the part of the express companies. He did not think sufficient information was supplied to shippers by the express companies relative to tariffs and classifications. There were 122 changes in the new schedule, the majority of which made provision for advances in rates.

It was pointed out by the express companies that in regard to the new rates that there had been no attempt to deceive the board. The new tariff was filed with the board in March, 1907, and the matter was carefully considered by the board.

Judge Mabee took much of the blame for the crisis which had come about, admitting that the new classification had been approved without proper knowledge of what it meant. The board's traffic officer had not clearly grasped the scheme, and he blamed the companies for not furnishing fuller details of the changes. The whole point was that there was a distinct understanding that the rates should not be increased, and they were increased.

In giving his judgment cancelling the rates, Judge Mabee said that it was not on an inconsiderable volume of traffic that the rates had been increased through the charges on returned empties, and the adoption of the weight and measurement rule. It had been shown that the movement under these heads was large and considerable. The increases, it was said, would run up to nearly 100 per cent. When this classification was approved he understood that such charges as were made, were small, and that upon the whole they were a reduction and not an increase. With regard to the charges on returned empties, the effect of the new charge upon only some eighteen or twenty shippers would be to cause an increase of between $25,000 and $30,000 in express tolls upon the volume of business in 1908. Judge Mabee did not understand this when approving the change. "We are," he continued, "of opinion that the order approving this classification be rescinded, and that this classification and variation of the old rules be disallowed." Of course this is not to be regarded as a final disposition of the matter, but merely leaves everything connected with the express business as it stood prior to January 1st.

The order of Judge Mabee, it is stated, has created great confusion, as the old rates were in many cases destroyed by the agents when they received the new notices. It was made plain to the companies, however, that they must inform their agents at once of the changes, and during the time it will take to get copies of the old rates printed the agents will have to get as close to the old rates as their memories will allow them. Ten days' grace was given in which any claims for overcharges will be dealt with by the commission, regard being had to the energy displayed by the companies in informing their agents of the change.

Thus ended a notable episode in the history of the Railway Commission work.

GERMANY AND THE BRITISH PREFERENCE.

From the Standard of London, England.

Great importance attaches to the formation in Berlin of a German-Canadian commercial association for the purpose of promoting trade between Germany and Canada. The association is the outcome of a conference of German merchants, manufacturers, and politicians which met here privately, and determined to take all possible measures to promote the growth of trade between the two countries. An influential executive committee, representing weighty financial and commercial interests, was elected.

The ultimate aim of this association may be defined as the development of such extensive trade relations between Germany and Canada that it shall become extremely disadvantageous to the latter country to maintain the existing preference in favor of Great Britain. Influential German merchants and manufacturers, who are interested in the increase of trade with Canada, recognize that nothing can satisfy them except the creation of conditions of equality under which Great Britain and Germany shall compete for trade with Canada. The efforts that the German-Canadian Association intend to make with this purpose have a political significance. Germany fears that any extension of preference between England and her colonies will inevitably entail a severe blow to their own interests.

Far-seeing Germans believe in the possibility of inserting the thin end of the wedge to prevent the extension of preference within the British Empire by such trade development as is proposed. German firms supplied half the steel rails for the Canadian Pacific Railway and large quantities of German steel material have been supplied for the construction of Canadian bridges. Messrs. Krupp, of Essen, supplied the axles of practically all the heavy railway carriages on the Canadian railway, so that enterprising Germans see great opportunities in a profitable extension of their trade with Canada.

C. Worden, hardware merchant, Weyburn, Sask., was a visitor in Toronto during the week.

Hardware Conditions in Great Britain

(By Hardware and Metal's European Correspondent).

Sheffield, Dec. 31.—The year is finishing very quietly. Nearly everyone has had an unsatisfactory time, and there is a prevailing desire not to incur any expenditure which can be conveniently postponed until the beginning of another quarter.

Trade has reached a very low ebb, but it is felt that an improved state of things at an early date is inevitable.

One very satisfactory feature is that the threatened dispute in the engineering trade, which I mentioned last month, has been avoided. The men agreed to accept the decision of the arbitrator, Sir Hugh Bell, who is the president of the Iron & Steel Institute, and Sir Hugh held that a case had been made out for a reduction of two shillings per week in wages. While the men have accepted the decision, they have done so with very little grace and I am afraid that they will not look kindly upon the suggestion to form a permanent conciliation board in the district.

A Tin Plate Story.

I notice that the fairy tale manufactured in a London newspaper office about a gigantic tin plate combine, to control the industry throughout the world, has reached Canada, but I have the best authority for stating that there is not an atom of truth in it.

The industrious inventor of the paragraph stated that "for some considerable time the dumping of foreign tin plates in the United Kingdom has caused considerable anxiety to British tin plate makers." As a matter of fact, not one single box of tin plates has come to this country for years. Readers of Hardware and Metal will be interested to hear that the United States was our largest customer last year, India coming second and Germany third. Trade with America is increasing rapidly and mills have been running continuously. New mills are being erected at Cwmfelin, Upper Forest, Norriston, Pontardawe and St. David's Works.

American vs. English Patterns.

H. Wilkins, managing director of Martin, Hall & Co. silver and electroplate manufacturers, of Sheffield, has been on a business tour in Canada and is firmly convinced that the bumper harvest will mean good business.

In an interview on his return, he expressed the opinion that British manufacturers would stand a better chance of doing trade in plate if they discarded the idea that the Canadians want American patterns, which are often elaborate and vulgar.

Certainly, there seems to be no reason to believe that, because the Americans were first in the field, British manufacturers should copy their style. At any rate, an opportunity will be given for testing the virtue of the British pattern in competition with the American and I have no doubt that it will be given the palm for elegance and artistic design.

The Best Wanted.

I find on every hand a healthier tendency on the part of consumers: they have begun to realize that the best is the cheapest. The housewife has found that low-priced cutlery is never satisfactory and never serviceable. It wears out much sooner than a good article and never has a good edge for five minutes together. The manufacturer for a long time has responded to the demand for inferior goods, and now he finds there is a healthy revulsion against them. Customers ask for the best steel and the retailer with big stocks of inferior goods finds that buyers are fewer.

It must not, however, be supposed that ivory-handled cutlery is in common request. Owing to the prohibitive price of ivory, enhanced by the constant demand from America, ivory-handled cutlery sells only in small quantities and a knowledge of the state of ivory market and ivory supplies leads to the belief that ivory will became a rarity before very many years have passed. It is not only the housewife who is discarding the "cheap" article, but the manufacturer is doing so also. Cheap files, largely from America, have had a long vogue, but they break easily and very soon lose their good qualities. In many works records have been made of the "life" of the so-called cheap and of the higher-priced files, and it has been found that the higher-priced article is the cheaper in the long run.

It is the same with tools used in the engineering trades and elsewhere, and there is a constant inquiry for the best grades of high-speed steel. Altogether, the tendency is satisfactory, both to the manufacturer and the consumer.

Export Trade.

The Board of Trade returns for November indicate that in some branches British trade with Canada is on the upgrade, but in others is far from satisfactory.

For example, the value of exports of unwrought tin to Canada last month was £11,830, more than twice as much as in November, 1907, with its total of £5,371, and well ahead of the November, 1906 total of £8,350. On the year, however, 1908 is behind both 1907 and 1906.

Tinned plates too, are better than in the corresponding month of 1907. The value was £24,657, compared with £21,188 in November, 1907, and £43,074 in November, 1906.

Galvanized sheets were of the value of £24,466, compared with £15,557 in November, 1907, and £30,167 in November, 1906.

On the other hand, pig lead and manufactures of pig lead were £6,287, only about half the November, 1906, total of £12 580 and a fairly long way behind the November, 1907 value of £7,918.

In cutlery there is a good deal more headway to make, for the November value was £6,426 compared with £7,291 in November, 1907 and £8,461 in November, 1906. But the Sheffield manufacturer does not despair of getting the figure up to the level of times gone by.

Hardware was £5,161 in November, compared with £4,534 in November, 1907, and £3,579 in November, 1906.

The steel exports to Canada are very small. In November the weight of steel bars, angles, rods and shapes or sections was 2,979 tons, certainly better than 1,996 tons in November, 1907, but very far short of the total of 7,035 tons in November, 1906.

High-Speed Steel Litigation.

Steel manufacturers in this country are eagerly awaiting the decision of the United States judge, who has had placed before him the details of the action of the Bethlehem Steel Company of Philadelphia, against a user of high-speed steel. The latest information here is that judgment has been reserved.

It will be remembered that the company aver that their patent rights in the Taylor-White process entitle them to say that steel shall not be hardened at the particular temperature for which the Taylor-White process provides. Strange to say, the manufacturer of the steel is not being interfered with, probably because the plaintiffs see that if they can restrain the user they restrain the manufacturer at the same time.

Therefore, British manufacturers who make high-speed steel have combined to fight the case, for they readily see that judgment against the user means that there is an end to the export of high-speed steel to the United States. A large number of firms in Sheffield and elsewhere do a big business in this line with the States, and it is therefore easy to understand their anxiety to stop the inauguration which the Bethlehem Steel Company seem anxious to initiate.

There is no telling where the matter would end, for no doubt the company, if successful in one case, would consider the advisability of testing their position in Germany and other continental countries where they have taken out letters patent.

A counter-blast has been arranged in the shape of a combination of high-speed steel makers in the States and their fellow manufacturers in Great Britain, who are associated for the purpose of the present action. They propose to resist the move of the Bethlehem Company to a finish; and before such formidable opponents probably the men of Bethlehem will deem it unwise to prolong the litigation unnecessary.—R. A.

Trade News From Atlantic to Pacific

Maritime Provinces

St. John Iron and Hardware Association's New Officers — Hardwaremen Taking Stock—New Hardware Company.

HALIFAX.

January 11.—The hardware trade is very dull just at present, and the jobbers, taking advantage of the dullness, are stock-taking, so as to determine the results of the year's business. Business during December was, on the whole, about as good as the previous year, taking into consideration the many low values, which, of course, have a tendency to keep the amount of the sales down. While the majority of the buyers expected a change in the prices of tarred products at the first of the year, these, for the present remain unchanged. It is generally understood, however, that there will be a sharp advance before the spring. The dealers are anticipating a heavy demand for haying tools next season. The demand for fishing supplies during the past season has been good. Some years ago American nets and twines had practical control of this market, but now the business appears to be divided with the Scotch nets and twines. The wholesale dealers have received notice of the following changes in discounts:—Galvanized pails, 40 to 50 per cent. off; coal hods, 40 to 50; stove pipe and elbows, 40 to 45; pieced ware, 35 to 40; galvanized buckets, 45 to 50; galvanized ware not mentioned, 40 to 50 off.

Albert W. Smith, of the wholesale hardware firm of George E. Smith Co., says:—"Wholesale buyers are feeling somewhat annoyed at the manner in which the anti-dumping clause in the customs tariff works out in practice. Under present ruling conditions wholesale houses are compelled to sell goods ahead and protect their customers against an advance in price. This is rendered doubly difficult at present by the "anti-dumping clause." No matter how careful a wholesale buyer may be, he is liable to lose money by it. For instance, certain foreign manufacturers consider that they can sell an article for a certain price. They negotiate with a wholesale buyer with a view to making a sale. The merchant buys in what he considers to be the cheapest market, which in this case would be considered a foreign market. He then instructs his travelers to dispose of his purchase for future delivery at a certain figure. In the meantime, perhaps, the market for this particular commodity has advanced, and the customs promptly impose the anti-dumping clause on this importation. The result is that the merchant stands to lose in every case. From the Canadian manufacturer's standpoint this is a good proposition for their own particular benefit, but it is not doing the wholesaler, the retailer, or the consumer and the country at large a very great injustice. When a dealer is willing to pay the regular customs tariff, and when after he has bought the foreign market changes, and the anti-dumping clause is applied the effect is to greatly increase the expense of importation and prevent our business men from buying in the cheapest market.

"It is to be hoped," says Mr. Smith, "that the Customs Department will see its way clear to remove the offensive clause from the tariff and give our dealers an opportunity of investing their money in the most advantageous manner. The Canadian manufacturer can never expect to receive the support of an intelligent public as long as he fosters and supports unfair and prohibitive customs regulations."—J.H.

ST. JOHN, N. B.

January 12.—At a meeting of the St. John Iron & Hardware Association, held on January 4, the following officers were elected: John A. McAvity, President; Miles E. Egar, Vice-President; W. H. Thorne, Thomas McAvity and W. S. Fisher, Directors. A very interesting paper on the subject, "Cash as Credit," was read by W. S. Fisher.

Hardware merchants are all busy now taking stock. Since the first of the year the employes have been working until 7 o'clock in the evening, and good progress is being made.

For three days, January 6 to 8, St. John was practically isolated from the outside world as a result of a heavy gale and snowstorm on the 5th and 6th. The I.C.R. was tied up for about 24 hours, and the C.P.R. did not get a train in or out from Tuesday night until Friday afternoon, owing to washouts along the line. Dozens of bridges all over the Province were wrecked, and many thousands of dollars in damage done. The holding up of mails was a great inconvenience to the business men.

A company is being formed to further develop the iron deposits in Gloucester County.

T. M. Burns, Bathurst, holds an option on a property known as the Ellis iron areas, at Milstream, Beresford parish, which a company will take over as soon as preliminary arrangements are completed. Asked as to the company's plans, Mr. Burns said beyond the intention to develop and prospect the area, which was about a mile square, nothing definite had been decided. It was possible that the property might be disposed of to the Drummond interests, which owned areas in the same district.

A comparative statement of the exports of lumber from this post for the years 1907 and 1908, shows a decrease of over 73,000,000 feet in the past year.

Employes of St. John business houses seem to have developed a bowling fever. A league has been formed with 14 teams, known as the Commercial Bowling League, and a number of prominent hardware firms are represented. The first game was played on Tuesday, December 5, in Blode's Alleys, between T. McAvity & Sons, No. 1, and the Dunlop Tire & Rubber Goods Co. aggregations. The latter won by a score of 1169 to 1124, and scored four points.

Letters patent have been issued by the Provincial Government incorporating Carlotta E. Rigby, A. Roy Rigby, Brighton; John H. Rigby, R. Foster Rigby and Nellie M. Rigby, St. Croix, as the Rigby Hardware Company, with a capital stock of $9,900. The company will have its place of business in Hartland and will conduct a general wholesale and retail hardware business, and will continue the business heretofore conducted at Hartland by Carlotta & Gigby.—W. E. H.

Ontario Trade News

New Glue Factory at Kingston—Canadian Cordage Co.'s Meeting at Peterboro—Belleville Hardware Company Change—Brass Works at Brantford to Enlarge—The Vulcan Co., London, to Make Stoves—Letter Boxes Sell Well at Chatham.

OTTAWA.

January 12.—Most of Ottawa hardware stores and sporting goods houses are giving discounts on sporting goods this month.

The Hardware Association had nothing of special importance on its order paper for its last regular meeting, but as its next meeting on the first Friday in February will be the annual one, some items of interest are anticipated.

Prospects are bright for the erection of another big building on Sparks Street on the site of Ahern & Soper's premises by this firm. The proposed building will be a six-storey structure of steel and concrete.

Another apartment house is also announced for erection on Albert Street, facing the City Hall Square. It will be erected by H. N. Bate, and will adjoin the Aylmer Apartments, which front on Slater Street.

The Ottawa Car Company has received an order from the Halifax Street Railway for two pay-as-you-enter cars, similar in style to those in use by the Ottawa Electric Railway.—G. E. M. H.

BELLEVILLE.

Jan. 11.—The local hardware merchants in this city reported business very brisk during the holiday season and are looking forward to a continuation of the same. The weather has been very mild, in fact, sleighing has been out of the question since Christmas, wheels being used. The hardware men announce a surplus in snow shovels. The coal men are deploring the lack of cold weather and the ice men are beginning to worry about the ice crop.

During the last week an important transaction took place when T. S. Carman, proprietor of the Ontario Newspaper, and one of the biggest real estate owners in this city, and who has been always greatly interested in the Belleville Hardware Company, purchased 80 more shares in stock of that company from Sir Mackenzie Bowell. He has practically secured control of that company. The price paid was $150 per share, the par value of each is $100 per share. This is another sample of the good judgment shown by Mr. Carman in his investments.

Great news was sprung on the citizens this week when the announcement came that 135 men had been added to the staff of the Rolling Mills, the 9-in. and 18-in. resuming operations with full staff. The companies have orders ahead to keep them going for several months, getting out bar iron and horseshoes, the latter department being in full swing.

The local hardware dealers report the greatest sale of skates in years. Nearly every college, of which there are many, and every business place having hockey teams. Never before has there been so much enthusiasm shown for hockey.

The civic elections this year created interest, the contest being between L. W. Marsh and Wm. H. Panter. The result was a decided victory for Mr. Marsh by the majority of 185. Needless to say, the victory was a popular one as was was evidenced by the reception Mr. Marsh received the night of the election.

Mayor Marsh was born in Frankford, June 29, 1871, his parents moving to Belleville when he was between three and four years of age. In 1893 he took a commercial course at the Ontario Business College, and in August of that year took a position as accountant with the G. & J. Brown Manufacturing Co., of this city, which position he held until January, 1897, when the company went into liquidation. In February of that year he, together with Mr. Henthorn, his present partner, made arrangements for the continuance of the foundry business, and since that time and up to the present he has been in charge of this business. Through his business education and training he has been able to make a success of it, the output of the business having been trebled since the time he took hold of it. His firm now employs from 50 to 100 hands, according to the demands of the business, and has a pay sheet of from $25,000 to $35,000 per year, which is of much advantage to the city in many respects.

Mr. Marsh sat in the City Council as alderman for five years, from 1903 to 1907 inclusive, and in January, 1908, contested the mayoralty with ex-Ald. Allen McFee, being defeated by 29 votes.

His election this year by the handsome majority of 185 shows the estimation in which he is held.

KINGSTON.

January 12.—All the hardware merchants report a fairly good trade, this week. There was, of course, the usual slack period after the holidays, but now everything points to good business. In the line of sporting goods, there has been a good demand for skates and hockey sticks. All the rinks are open, and there has been good skating on the harbor for a week.

Ald. Robert Elliott, of Elliott Bros., hardware dealers and plumbers, has been honored this year with the chairmanship of the Light, Heat and Power Committee. He is a practical man, and is sure to make good. Ald. Angrove, foundryman, was re-elected chairman of the Property Committee, which position he ably filled last year.

Andrew McIlquham is erecting a glue factory in Victoria Street. The building will be completed in June.

Charles Jackson, attendant at the Armories, has secured a patent for six years for the manufacture of his automatic target, which has been in use by military authorities for many years.

Last Monday evening one of the fastest hockey matches of the season was played at Kingston by teams representing the retail hardware firms of S. J. Horsey and A. Strachan, vs. Edwin Chown & Son, jobbers. At times the class of hockey played put the Stanley Cup matches to shame. Charles Simpson, upon whom the Strachan-Horsey organization depended, was unable to find his skates, and this fact, no doubt, was the cause of their defeat. At times, Referee Camic found it very difficult to keep track of the players, their greatest offence was loafing (on the fence), but considering all circumstances, he kept the players well in hand. Any broken joints were quickly "soldered" up by the tin men and the game went on. The goal judges had a rather difficult task, but as far as they can remember, the score ended 15 to 1 in favor of the wholesalers.

The by-law for a bonus of $10,000 to the Warmouth Piano Co., to re-establish their factory, and which was defeated election day, will be submitted to the people again on February 4. The Council agreed to this, and the Board of Trade is putting forth every effort possible to have the by-law passed this time. It was defeated by 47 votes last time. Other cities are anxious for the works, and have made tempting offers.

Plans are being prepared for the reopening of the Frontenac Hotel, Ontario Street. It is proposed to have a passageway between the Frontenac and the British-American Hotel, both to be under the management of Walter Telfer. —E. G. B.

NAPANEE.

January 5.—One of the windows in M. S. Madole's hardware store has been decorated lately in a manner which has attracted a great deal of attention and is the subject of a great deal of discussion because of the novelty of the thing. The artists were Chas. Eyvel and W. J. Robinson, two members of the staff. The subject is a miniature marsh and is intended to call attention to the money to be made out of trapping. The background of the window is arranged to represent a rail fence. The rails are small round cordwood sticks. Evergreen trees and shrubs are arranged in such a way as to give the appearance of a small bush. The bottom of the window is worthy of notice as it shows a muskrat's home and surroundings. The mound is made of a bushel basket inverted and covered with moss and leaves. A stove pipe covered in the same way is used to form an entrance to the mound. A short distance in front of the entrance is a piece of tin and represents a bit of open water. Moss and dead leaves are laid over the entire bottom of the window and to any but a close observer looks like the brown earth. Near the mound is a log and peering over it is a coon with a startled look on his face and gazing at him from the other end of the log is a weasel. A grey squirrel may be seen at the top of the rail fence. Placards are placed about giving facts about the fur industry. It is well worth observation and the originality of the scheme will be better realized after seeing it.—W.W.

PETERBORO.

January 11.—Local hardware houses have nearly completed stock-taking, after which it will be possible to secure an idea of the amount of business done during the past year.

A note of warning has been recently passed around to the citizens with regard to a peddler who has been selling from house to house a brand of solder which is practically useless. One man who made a purchase states that the peddler claimed his article to be as good as any found on the market, but on trying to use it he found it absolutely worthless. He disposed of a rather large quantity of the article, and on leaving the houses always stated that the article to be soldered must be left several days in order to allow the solder to harden. One of those who bought a sample of it states that the solder is still like putty and will likely never harden.

The annual meeting of the Canadian Cordage Co. was held last week, when the financial statement and auditor's report was presented to the shareholders. It was stated in the report that during the past year the lumbering and shipping trades were affected by the great financial depression which resulted in a substantial curtailment of the volume of the company's sale of rope and lath yarn, although there was at the same time an increase in their twine sales. Owing to the financial depression which resulted in the depreciation

in value of the heavy stock the company had on hand in the beginning of October last, rather great loss was sustained. The fibre market dropped, with the result that it was practically impossible for any manufacturer to make a profit. The directors regretted that there were no available profits with which to pay a dividend upon the common stock, but since the first of the season the company had been running close to its full capacity and better results are anticipated in the future. It was decided to have a full investigation into the management and affairs of the company in respect to the gross profits during the last two years. The meeting closed with the election of directors and appointing of officers.—B.L.

HAMILTON.

January 11.—It is felt that a new note has been struck in the mercantile and business world generally in Hamilton this year. Although the year is young yet there is a briskness and business activity flaming up which seems to inspire new life and to augur well for the success of this year for the city, the mercantile and manufacturing interests and the citizens at large. It can safely be said that 1908 was a very unsatisfactory year for Hamilton, and of a nature, the repetition of which would prove a severe blow to the business interests of the city. While many manufacturers and business men were loath to confess the real state of affairs in regard to their business, now that there is a brightening on the horizon, they are inclined to be more frank and are for the most part admitting that little progress has been made by the city at large, which in business is really a loss. However, with the holiday season and the elections over and the appointment of new men to office, new life has been inspired, and confidence and hope are the result. Already many of the industries which have been closed or running on short time for several months, are taking on full staffs and a few of them are running nights.

In Hamilton much will depend on the city council and the feeling is prevalent that a general movement for the advancement of public and private interests will take place. It is pleasing to note that this movement has already been forecasted by the new mayor, John I. McLaren, in his inaugural address. The most important steps advocated by him, which affect the business interests, are the appointment of an industrial commissioner, the filling in and redeeming of marsh lands for manufacturing purposes and the improvement of the docking facilities. Almost equally important is the instalation of a civic power plant and the introduction of the Hydro-Electric power as means of competition with the local power monopoly with a view to guaranteeing to manufacturers and residents a uniform rate for electric power. A striking evidence of this latter requirement was given recently by the Otis-Fensom Elevator Co., when negotiations were in progress to induce the company to refrain from removing to Toronto. It was learned that the company was developing its own power cheaper than it could secure it from the Cataract Power Company.

The appointment of an industrial commissioner is of vast importance to the merchants and manufacturers, as Hamilton has not been getting its share of new industries of late and the consequence is that there has been more men out of employment and less money in circulation. The duties of industrial commissioner were performed by the assessment commissioner in former years, and many fine industries were secured, but owing to the growth of the city the assessment duties have grown so that separate officers are required. An encouraging feature is the prospect of obtaining competition from the Hydro-Electric Commission, in view of the decision rendered last week in the courts to the effect that a contract made by the city with the Cataract Power Co. for five years was only valid for o' year. The reclaiming of marsh lands will mean the building of new factories and this and other proposed works should provide occupation for many contractors. Apropos of this, it is proposed to locate a new site for a new city hospital building and while this may not be accomplished this year, it promises well for the future.

W. K. Snider who has been appointed hotel commissioner by the Provincial Government, is a brother of Judge Snider, of this city. His appointment, while meeting with much favor, was somewhat of a disappointment to the friends of Col. Stoneman, of this city, a Knight of the Grip, who, it was thought, would be appointed to the new office. Col. Stoneman is popular with the profession and being a man who has done a lot of traveling in his day he was considered to be well qualified for the position because of his knowledge of the inconveniences and dangers which beset the traveling public.

The fire losses in Hamilton during the past year were $10,000 in excess of 1907. None of the fires affected hardware institutions. The total loss was $97,761.04.

One of the busiest concerns in the city at present is the Chadwick Brothers' brass manufacturing works. It is working night and day, One of the biggest contracts is an order for automobile lamps and brass work for such machines for the McLaughlin-Buick Company, of Oshawa. The firm is also fulfilling large contracts for stop cocks and other brass work for the city waterworks department. It has just completed some of the brass work to be used in the new $30,000 fire station, including brass poles, etc. Owing to its increasing business the firm is undertaking the erection of an addition, 150x65 feet, at a cost of between $5,000 and $10,000.

The contract for the hardware supplies for the technical school which is being built in connection with the Collegiate Institute, has not yet been let by the Ontario Government. The brickwork of the building is completed and the contract, which will be well worth the while, will have to be let soon. Joseph Rodgers & Son have the plumbing contract for the new building, which will run between $4,000 and $5,000.

Adam Clark & Son have the contract for the plumbing in the new East End fire station, amounting to about $1,000.

At a meeting of the Board of Trade last Thursday, W. B. Champ, of the Hamilton Bridge Works, was unanimously elected president for the ensuing year. Mr. Champ is a young business man who is going ahead fast, and under his guidance the Board of Trade should boom. The meeting also carried a motion to petition the Government to appoint two senators from Hamilton.

The Hamilton Stamp & Stencil Works has been re-organized and has secured a charter with a capitalization of $40,000.

Among the patents recently granted was one to the late W. J. Copp on an appliance for stoves and ranges. The application was made for the patent a short time before Mr. Copp's death and has just been granted. D. L.

BRANTFORD.

Jan. 11.—The three by-laws which were submitted to the ratepayers on Monday last were defeated by large majorities. They were to vote $100,000 for the erection of a new collegiate institution, $5,000 for a nurses' home, and $20,000 for Niagara power purposes, to build a distributing plant in connection with the Hydro-Electric power scheme. Some further steps will be taken with the erection of a new collegiate institute, and the by-laws will likely be re-submitted in April.

The total value of the building permits for 1908, as issued by the engineer's department, amounts to $289,855 a decrease of $220,190 from 1907. As there were no large factories or additions to factories last year, the record is a very satisfactory one.

A number of local firms claim to have been the victims of a Hamilton firm dealing in floor oil, and linseed polishing soap. Last spring a representative called and took their orders on the condition that if the shipments were not up to sample they could be returned. The shipments were not up to the standard, and were returned, but the Hamilton firm refused to take them. The railway company, it is understood, is suing the consignees for transportation charges, but the local merchants are standing together to fight the suit.

The Forest Brass Works have received orders for five times the capacity of the present plant. In order to meet the demand it is proposed to increase the capital stock by organizing a joint stock company, with an additional capital of $10,000, much of which is already subscribed. With a free building and no taxes for ten years, the works have a great advantage over concerns in other towns.—A. W.

ST. THOMAS.

January 11.—The different dealers are busy taking stock and putting on sales of left-over goods. As the stove trade is over, every one is giving reduced prices in order to clear off the balance of stock.

Metal workers and furnace men say they have had one of the best seasons they have experienced.

The new houses that have been put up the past year had specifications covering up-to-date plumbing and heating systems.

The James Smart Co., Brockville, supplied a new heating system to the School Board, for which they asked payment, but have been held back on ac-

count of the weather not having been severe enough to thoroughly test it yet.

The $20,000 by-law to the Standard Implement Co., Port Stanley, was defeated, as the required number failed, 151 votes being necessary. The by-law was supported by 126.

Harry Flowers, an old Ingram & Davey clerk, is paying a visit here. Harry is now located with the Regina Hardware Co.

The different factories have all been busy taking stock, and are resuming business with full staffs.

Visitors to this city comment on the way citizens keep their homes looking good. Besides the work of painters, the sale of ready-mixed paint is large. As a general thing the different shop men do their own painting.

Decatur, Bull & Co., Montreal, have arranged to handle the different lines made by the Erie Iron Works. G. A. T.

INGERSOLL.

Jan. 11.—Chas. Hislop is in town shaking hands with old friends and acquaintances after a three years' absence. He went to the West three years ago, settling in Carstairs, Alta., where he has since conducted a flourishing hardware business and he has high hopes as to the possibilities of the future in that growing town. Before going to the West Mr. Hislop was for a number of years in the employ of W. H. Jones, who has long been established in the hardware business in Ingersoll. Mr. Hislop is a young man progressive and at all times attentive to his business interests, and it was with pleasure that his friends here learned of the good fortune with which he has met in his western undertaking.

The new quarters of the Royal Bank of Canada, at the corner of Thames and King Sts., will prove a distinct ornament to that section of the town. Although some of the exterior work is yet to be completed the building is now occupied.

W. H. Jones, who, in years past, was prominently associated with the affairs of the town, will this year occupy a seat at the Council Board. He was elected alderman by acclamation. Mr. Jones is a man thoroughly alive to all civic questions and his well-known executive ability enables him to render valuable service. It was with deepest satisfaction that many citizens learned that he would once more assist in the transaction of the town's affairs.

While the weather has been unsettled of late, the roads have been in good condition as compared with the snowdrifts of previous winters and all things considered, there has not been such a noticeable "after Christmas" dullness about trade. The local dealers were will pleased with the holiday trade. More money appeared to be in circulation than a year ago and people bought freely. The open weather has enabled the country people to go about their usual work with only slight interruptions and as a consequence the hardware merchants have not noticed the falling off in trade which invariably follows the Christmas season.

LONDON.

January 12.—Seasonable quiet continues in the hardware as in other lines of trade. The heavy snowfall of Monday night has given us good sleighing, which should have the effect of brightening things up a bit.

John Rose, for a number of years with the Hubbs Hardware Company, has accepted a position withe Purdom Hardware Company, and it is understood will go on the road for the latter firm.

A new wholesale crockery firm has been formed in London, John Dromgale, J. Collamore and two others of W. J. Reid & Co.'s old staff being interested in the new enterprise. Mr. Dromgale was with the Reid people for forty-two years.

The Vulcan Company, which some time ago purchased the plant of the William Malloch Company, intends going into the manufacture of furnaces, stoves, elevators, etc. As yet, however, the concern has not got in full running order.

Certain parties in this city are considering taking over the Mann Brass Works, which went into liquidation some time ago. There should be a good thing in this for any one desirous of going into special lines of manufacture.

Hon. Adam Beck's scheme for augmenting the city's water supply by means of artesian wells, is likely to make good. He has contracted for the sinking of a dozen wells, and if they turn out all right the city can have them at cost; otherwise Mr. Beck stands the loss. It is to this scheme that is due the defeat of the by-law submitted to the ratepayers by the water commissioners on Jan. 4.—F. J. Y.

CHATHAM.

January 12.—The new City Council, with Mayor W. H. Westman in the chair, was inaugurated yesterday. The new Mayor's inaugural address was a comprehensive document, extremely optimistic in tone, and dealing with industrial growth and economy in civic management, a large number of important innovations and reforms being suggested. Incidentally, Mayor Westman urged upon the Property Committee the consideration of a by-law to govern sanitary plumbing and sewage matters.

J. C. Wanless, the hardwareman, was on Monday evening reappointed one of the city's representatives on the Board of Health, an office which he has now held for several years.

The new city mail delivery system is to be inaugurated on Wednesday morning of this week. Local hardwaremen have rather missed a chance in not booming letter boxes, door plates and similar devices in connection with the new system. For a short time a couple of Englishmen located on Centre Street had this business pretty well to themselves, having left their cards at all the houses.

J. C. Wanless has been advertising letter boxes lately, and reports doing a brisk business. To one property owner he disposed of no less than 40 boxes in one order. A great difficulty in connection with the business lies in the fact that it is hard to secure a supply of letter boxes, many of the Detroit wholesalers, according to Mr. Wanless, having fewer in stock than he has himself. There has been a great rush for them on the part of the public.

In business sections there are to be three mail deliveries daily. The system, however, will be more a convenience to residents in outlying districts than to merchants in the centre of the city.

The Retail Merchants' Association are to hold their annual meeting on January 19, when officers will be elected for the ensuing year. It is expected that the presidency this year will go to a hardwareman. Quite a number of important matters are slated for discussion at the meeting.

Business latterly has been rather quiet, chiefly owing to bad roads. At the present moment, with quite a heavy snowfall, there is promise of sleighing, which would help business immensely, bringing the farming people into the city.

Frank Crump, formerly of Campbell & Crump, tinsmiths, left this week to take a position with the Preston Metal Roofing Company.

J. W. Husband, the Wallaceburg hardwareman, is spending a month in Hamilton.

Beginning with January 21, Ridgetown merchants will close their stores at 6 o'clock every evening, Saturdays excepted. This is a notable advance in early closing, and the time, following the busy Christmas season, is opportune for making the experiment.

The close of 1908 marked the retirement of J. C. Shaw, head of the J. C. Shaw Hardware Co., of Wallaceburg, from that town's municipal life, in which he has played a conspicuous part for years. During the past year Mr. Shaw has capably filled the Mayor's chair.

C. G. Elliott, Comber, contemplates purchasing the premises, owned by R. O. Y. Ainslie, which he at present occupies, and had secured an option.

W. H. Goodhue, the new proprietor of the hardware business at Ridgetown, formerly carried on by J. A. Beattie & Co., has arranged to secure the store in the McKinlay Block, occupied by John Grass, on March 1. An arch will be cut between the two stores, both of which will be occupied by Mr. Goodhue.

Clovis Desmarais, formerly of Stoney Point, has opened a general store at Staples, and is adding a full line of hardware and stoves.

Harry Flowers, of Regina, Sask., formerly of J. C. Wanless' staff, is spending a vacation with friends here.

Solomon Huff, of Stephens & Douglas' sales staff, who was injured in a runaway nine weeks ago, was able to leave the hospital last Wednesday, and is now getting about with the aid of crutches.

New machinery was recently installed in the Wallaceburg Brass Works for the

manufacture of metal rings for gem sealers.

Geo. Mahler, of Chatham, and Harry Mahler, of Dresden, have entered into partnership with John Tolmie in the basket manufacturing business at Dresden. New premises have been secured in the Hicks Block, and it is intended to enlarge the business.—W. E. P.

FORT WILLIAM.

January 11.—The building permits of 1908 reached the highest mark ever attained by the city, and place Fort William third in the Dominion for building growth. The total value of permits issued was $1,552,000, covering 424 buildings, of which many are costly and substantial business blocks. The largest single permit was taken out by the C. P. Ry. Co. for the working house on Elevator D, and following this came the Cuthbertson block, on the corner of May St. and Victoria Ave., the hospital and the Presbyterian church. The Board of Education has spent $79,000 on school buildings, and the Sisters of St. Joseph have erected a large boarding school on Arthur Street, at a cost of $25,000. Of the most important business buildings besides the Cuthbertson block are the Murray building, on the opposite corner of Victoria Ave. and May St., and business blocks built by John King & W. S. Piper, D. Laidlaw, J. Enzer, Graham & Horne, J. & T. M. Piper, John Morton, W. J. Ross, H. Harkness and the Herald Printing Co. Dr. T. E. Dean and M. H. Braden also built the new Palace theatre. Of the public buildings the hospital cost $75,000 and the Presbyterian church $65,000. The city has also erected a new building in the West Ward, for fire hall and police station, at a cost of $14,000. The list of permits does not include the work of the Grand Trunk Pacific Ry. on their property which is incorporated in the city, and where they have commenced work on the first unit of their big elevator, which will cost over a million dollars.

The city has double-tracked all that portion of the street railway that runs through the principal business section of the town, and have paved the streets with asphalt block paving. Under the advice of their experts they have used the girder rail, which has a groove in the rail itself for the flange of the wheel, and this has met with some criticism, owing to the difficulty experienced in keeping the track free from snow, which forms a line of ice in the groove. While considerable difficulty has certainly been experienced in keeping the cars running over this girder rail during the recent snows, it is claimed that this type of rail is the best possible for paved streets.

The agreement just entered into with the C.P.R. for further exemption for taxation will involve a large expenditure in the city by the company, and will mean an immense amount of structural steel being used here in the next few months. Under this agreement the company will pay $30,000 per year into the city treasury for the next fifteen years and will build two steel swing bridges, one across the Kaministikwia river, and one across the McKellar river at an estimated cost of $700,000, these two to be completed in eighteen months. In addition to this the railway company has acquired over 300 acres of land upon the islands at the mouth of the river, to which these bridges will give access and they purpose erecting an immense coal handling plant there which will employ a large number of men, both in construction and operation.

Among other industries which are likely to materialize this year is a shipbuilding yard and graving dock, which will also be located upon one of the two islands, in the delta of the Kaministikwia river.

W. L.

Interior of W. R. Burke's Hardware Store at Gainsboro, Sask.

The Prairie Provinces

Emerson & Fisher, St. John, May Establish a Branch at Saskatoon—Hardware Store at Gainsboro.

SASKATOON.

January 2.—A let-up in business is expected now that the holidays are over. Previous to Christmas a very good trade was done at the stores and merchants have every reason to feel grateful that the year, opening as it did, has ended so prosperously.

The Western Plumbing and Heating Co. have taken up their quarters in the new cement block erected by them on 20th street west. The building is two storeys, with a basement where goods will be stored. The ground floor is utilized by the offices, show-room and workshop. The firm reports business very good. The new quarters give them much more room for the display of goods and a bigger business may be looked for. The first floor of the building has been divided into suites of rooms, which the company will rent. The first floor is now being finished by the contractor. The building is heated by steam.

F. M. Sclanders, the commissioner of the Board of Trade, has returned from a trip to Montreal and St. John, N.B. While in the east Mr. Sclanders interviewed a number of wholesale merchants and manufacturers in the interests of the board. He is confident that several manufacturing concerns will locate here during the present year. Emerson and Fisher, one of the firms interviewed, will probably locate here at an early date, as they are anxious to establish distributing points for their goods. This city they think would suit their purpose very well, located as it is on three lines of railroads. The future of Saskatoon, Mr. Sclanders thinks, never looked so bright.

GAINSBORO, SASK.

January 2.—The accompanying illustration shows the interior of the hardware store of W. R. Burke, in Gainsboro', Sask. Mr. Burke is an energetic young hardware man who in the course of some four or five years has succeeded in building up an exceptionally good business in that western town.

R. C. Chown, of the W. W. Chown Co., Ltd., Belleville, called at the Toronto office of Hardware and Metal on Wednesday. Mr. Chown reports trade good and says large orders have been received from dealers in Eastern Ontario, for hand-made sap buckets, a specialty made in their tin shop.

British Columbia

Favorable Building Indications at Vancouver—Metal Men Dine—Masonic Temple for New Westminster.

NEW WESTMINSTER.

January 9.—The Masons of this city have plans ready for a large new temple. It will be two stories in height, frame, and of pleasing architecture. The cost will be in the neighborhood of $20,000.

VANCOUVER.

January 9.—Weather that the householder would call "the plumbers' delight" is now here. It came with a rush last Monday, and all week the thermometer has been close to zero. The result has been that numerous water services were frozen up and plumbers have been kept very busy trying to bring relief to the people affected. It is not realized just how much water is necessary to metropolitan life until something of this kind happens. It is even more so than in those sections where the proverb is quoted, "You never miss the water till the well runs dry." The plumbers, however, do not relish this rush of business. Not that they do not mind making a little money but the larger firms especially are busy with contracts and they were busy anyway. Frozen pipes mean that contract work must be set aside for the time being.

With a record above all others for the past year in building, the first week of the new year starts in with very favorable indications that 1909 will not be behind. During the past week the value of permits issued was $74,170, a very good showing at a time of year when building is supposed to be off. Not only that, but plans are being prepared for several large blocks. One firm, Parr & Fee, have placed before the building inspector plans totalling a value of $250,000. The largest of these is for an hotel for Bauer & Harrison, to cost $150,000, and will be located at the corner of Howe and Hastings Streets, just across from the new post office. It will be 70x120 feet, seven stories high. The Banfield building at the corner of Bute and Melville, will cost $20,000, and will be used for rooming purposes. Another similar building will be built by Gordon & Campbell, at the corner of Hornby and Dunsmuir, to cost $25,000. Douglas and Thorley will build on Granville, at an expenditure of $20,000. The Fuller block will cost $15,000, while the Godson building at $50,000, and improvements by F. Filion at $15,000 give a large total for a fine start for the year.

The Master Sheet Metal Workers' Association, of which R. C. Hodgson, of Hodgson & Stearman, is president; H. A. Slater, vice-president; A. P. Stewart, secretary, and F. W. Cunningham, treasurer, held its second annual dinner at the Irving Hotel. The courses were described in terms of the trade as follows:—Galvanized goose with coppered spuds; crimped turkey with cranberry solder; and corrugated potatoes with swedged peas. Toasts were responded to by the following members and guests:—Our Country, E. S. Wilband; Our Association, S. N. Jarrett; The Officers, Mr. McLeod; Our Guests, H. A. Slater and S. N. Jarrett; The Ladies, Messrs. Crawford, Morrison and Grill.

NELSON.

December 26.—The first electric smelter for the treatment of zinc to be established on the continent has been started in this city, the initial operation proving a success. It has been in construction for the past year, but is now producing spelter and lead, silver bullion from mixed zinc-lead ores. Frederick T. Snyder, of Chicago, is the inventor of the process, while the manager of the Canada Zinc Company is Robt. Irving, a number of local men being interested. The plant represents the expenditure of about $125,000, and five years of experimental work in the development of the method. Owing to the great value of the system in enabling ores to be worked that would not otherwise pay a profit, the Provincial Government has assisted the enterprise to the extent of $20,000, and the result is already apparent in the increase in the values of the properties carrying mixed ores of zinc. This new plant also saves the copper in the ore as a copper matte and is a departure in the smelting of ores in the use of a current of electricity in place of a blast. This enables the zinc to be saved in the smelting of any ore. In the blast furnace, the blast burns the zinc. The electricity is generated at Bonnington Falls, on the Kootenay, where there is an immense amount of power available.

Nelson has the honor of having the first works of its kind on the continent, although similar plants have been in operation in Sweden, where the treatment of ore by electricity has met with a high degree of success for about three years. A small experimental plant was established at Vancouver, but the plant at Nelson is the first to be established on a commercial basis. In Sweden conditions are extremely favorable to this method of treating ore, as electric power can be secured for $5 or $6 per h.p., while at Nelson the price of city power is $30. One of the problems which the promoters of the works here had to face was to reduce the cost of power, and to do this a system has been worked out by which only about half the power is required to operate as would be used in similar work in Sweden. The success of the Canada Zinc Company will revolutionize mining in British Columbia, in fact, one cannot realize just what it will mean to the vast number of low grade properties in this province.

B. R.

January 9.—Hamilton Byers, manager of the Ashdown Hardware Company, has gone on a visit to Calgary and district. James Lawrence, who was formerly in charge of the Nelson branch, has returned here and will relieve Mr. Byers during his absence. Mr. Lawrence has been in charge of the Ashdown Hardware Company's store at Winnipeg.

VICTORIA.

January 2.—The holiday season is now a thing of the past. Holiday trade was, on the whole, much better than was generally expected. The weather conditions with the exception of a couple of days, were very good, nice bright shopping days. Owing, perhaps, to a certain extent, to the fine weather and a generally healthy condition of trade, most dealers report an improvement over the year, before which was as welcome as it was unexpected. There were quite a number of neatly dressed windows, especially among the hardware and cutlery dealers. E. G. Prior & Co. had a prettily laid out show of Xmas gifts in carvers, knives, razors, etc. One of the prettiest windows was that of Fox's Cutlery store, who made an especially attractive display of cutlery. The B. C. Hardware Co. and Shore's Hardware Co. had also bright, attractive windows.

Work will soon commence on the construction of the large surface drain from the end of the present corner of Cook and View Streets, to the sea shore, near the cemetery. The work will call for an outlay in the neighborhood of $45,000, and will be the most expensive portion of the system to be installed under the scheme provided for in the recent by-law authorizing the expenditure of $150,000.

With the thermometer very much nearer the zero mark than it has been for over sixteen years, Victoria is this week in the grip of a very severe blizzard. With the glass at 6 above and the wind about 50 miles an hour from the north, weather conditions are very far from normal. The plumbers have been kept very busy attending to frozen pipes of which there are very many. The skate dealer has had to get his dusty packages down from the shelves and hand them out to the eager skater, so "'tis an ill wind that blows nobody any good." The coal and wood dealers and the hardwareman with anything in the shape of a stove finds himself rushed filling orders. Cold weather may look good to the Easterner, but not so to old Victorians.—W. B. C.

DAWSON, Y.T.

January 9.—Patents have at last been received by S. A. D. Bertrand, superintendent of public works in the Yukon, for a road grading machine which he invented two or more years ago. The machine has been used in this country with great success. The machine comprises two cutters or shares set at equal angles and distances from the centre line, with a divided axle having an eccentricity between its pivotal point and supporting wheels, a lever being rigidly attached to each half of axle, the means being suitable for attaching said cutters or shares to said axle. There are two grading shares or cutters, crank axles and carrying wheels therefor, said shares converging toward one another from the front to the rear of the machine, and journaled on said crank axles, levers secured on said axles and whereby said shares may be raised or lowered, and a draft connection attached to the forward portion of the shares. The grading shares can be lowered or raised independently of each other. The forward end of the frame and shares may be tilted, the whole giving a machine adjustable to almost any kind of roadway, and providing for the overcoming of obstacles met with in the work.—C.E.

Store Cleaning Time

The Christmas rush is over and hardware merchants will find the next month the most opportune time to make those changes in their stores which they have probably been contemplating for some time.

It will pay you to get your store in good shape before the Spring rush commences.

If you want a new show case or counter and wish to dispose of your old one, first write out a brief description of it, insert in HARDWARE AND METAL and you will no doubt find some dealer between Halifax and Vancouver who is looking for a chance to buy at a reasonable figure the very articles you wish to sell.

Do you want to buy a new desk? A "want ad" will find some dealer who is re-arranging his store and is anxious to dispose of such a desk at a bargain price.

Have you a set of tinner's tools for sale?

Do you wish to sell some old shelf boxes in order that you may replace them with new ones?

Have you a screw cabinet, a wire cloth rack, a rolling step-ladder and all those fixtures which make your store look neat and enable you to give your customers quick service?

There are a hundred little services our "want ad" department can perform for you.

Rates (payable in advance)

2c. per word for 1st insertion.
1c. per word for subsequent insertion.
5c. additional each insertion when box number is required.

Hardware and Metal

Write or phone our nearest office.

MONTREAL TORONTO WINNIPEG

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENCIES WANTED

Manufacturers of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

WE WANT TO SELL YOUR GOODS Canadian and American established firms wanting resident selling agents for Canada write A. H. & R., Manufacturers Agents, 1757 Queen West, Toronto. (6)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

BEING in the hardware business and selling supplies to the best makers of maple syrup in a district noted for the purity of its maple products, I solicit correspondence from merchants who want a pure article in this line. D. J. Macnab, Lanark, Ont. (3)

BUSINESS CHANCES.

Does your business need more money? Would you like to secure an active or silent partner? An outlay of 50c. or $1 for a small ad. under the heading, would probably put you in touch with the right man.

PATENT NOTICE The owners of Canadian Patents Nos. 95125, 95126, 96650 and 102647, for improved processes for working silica glass and making articles out of fused silica, and for an improved furnace for working silica, are desirous of finding Canadian manufacturers who will take a license under their patents. The processes are being satisfactorily carried out in Great Britain and a considerable number of articles are being made and sold. Applications for licenses may be addressed either to THE THERMAL SYNDICATE, Ltd., of Neptune Bank, Wallsend-on-Tyne England, or to OWEN N. EVANS, Solicitor of Patents and Expert, Merchants' Bank Building, Montreal, Canada. (5)

BUSINESSES WANTED.

The business of your next door neighbor may be for sale, and you would not know anything about it. The only way to get replies from the trade everywhere, is to advertise in a paper which reaches the trade everywhere in Canada.

TO BUY hardware business, stock $3,000 to $6,000. Give full particulars and terms on which payment may be made. Box 776, HARDWARE AND METAL, Toronto. (3)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they [illegible] of miles apart.

HARDWARE and tinsmith business for sale in one of the finest farming sections of western Ontario. The very best of reasons for selling. Address Box 775. HARDWARE AND METAL, Toronto. (3)

ESTABLISHED tinsmith and furnace business for sale in best building district in Toronto. Have installed 216 furnaces in season of 1907-1908. Reasons for selling, leaving the city. A full set of tools and machines. Cheap rent. Have 25 furnace contracts already signed for 1909 Apply Box 780, HARDWARE AND METAL, Toronto. (4)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENTS WANTED with good connection with hardware trade to handle a specialty which has had a good sale with hardware men and booksellers and stationers in the United States. The line has already been introduced to the bookseller trade in Canada, but separate agents are wanted for the hardware trade in Montreal, Toronto and Winnipeg. Apply, stating agencies you now have, to Box 779, HARDWARE AND METAL, Toronto. (6f)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of gasoline lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Traveller for city trade; thoroughly posted in builders' and general hardware. Address, giving particulars, to Box 274, Montreal. (3)

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention HARDWARE AND METAL.

TECHNICAL BOOKS

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid MacLean Publishing Co. Technical Book Dept., 10 Front St. East, Toronto.

MENSURATION
FOR
Sheet Metal Workers

By Wm. Neubecker

This new exhaustive book gives in detail examples in computing the circumferences, areas and capacities for various shapes arising ordinarily in shops, including the areas of heating and ventilating pipes making them equal to those of pipes of other profiles. All the rules and tables are fully explained and easily understood.

72 Subjects **70 Figures**

Price 50c., Postpaid
All orders payable in advance)

MacLean Publishing Co.

Technical Book Department
10 Front St. East, - TORONTO

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from $1,000 to $10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn $100 to $500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 288 NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Room 511, Union Bank Bldg, Winnipeg.

Added to the holiday dulness the Canadian West has been battling with the coldest snap in ten years during the past week, and, consequently, things have been somewhat quiet along the lines of regular trade. Stocktaking is about finished in the retail houses, and returns are being made up. Wholesale houses are jogging along filling small sorting orders, but really putting in an extremely quiet time.

Although in regular lines the week has been deadly dull, the West has not been inactive by any means, and some of the announcements of the week are among the most important for many months. At the head of the list probably is the establishment by the Canadian Pacific Railway of a "Grain Traffic Department," which will have jurisdiction from Fort William to Laggan. Thos. S. Acheson, who has for some time acted as traveling freight agent for the C.P.R., is now appointed to the head of this department, and will be known officially as "Grain Agent of the C.P.R." Important questions in connection with grain matters have heretofore been handled by the various general freight agents, now all questions relating to the transportation of grain will be handled by the new department. The step has been decided upon owing to the enormous increase in the business attendant upon the movement of the Western crop. Every year brings new problems in the handling of grain, and it is felt by the C.P.R. that all such questions can best be met by a special department, a department whose entire time, energy and ability will be devoted to the movement of the Western crop. This action on the part of the C.P.R. is a popular one.

Proposed Railway Extensions.

While on the subject of the Canadian Pacific it might be mentioned that at present writing William Whyte, second vice-president of the road, is in the East making arrangements for the work of this year. He is asking for $30,000 000 to be expended upon Western lines. This is a very large sum in view of the fact that the double-tracking is now practically completed, which has been one of the heaviest items in construction work for the past three years. The money asked for is mainly for extending lines that are already begun. Among the new lines or rather extensions that will be pushed this year is the one from Stoughton to Weyburn. It is expected that this line will ultimately reach Lethbridge and in doing so will pass through an exceptionally fine farming section of Southern Alberta, much of which is suitable for the cultivation of fall wheat.

It is expected that some 100 miles of this road will be completed during the present year in order to accommodate the large number of farmers that have moved into the more eastern section of the country, that will eventually be served by this road.

The present year is one that should rejoice the heart of all makers of rails, structural steel and railway supplies generally for all plans are tending in the direction of a most exceptional railway development.

Message Rates Reduced.

The Winnipeg Jobbers' and Shippers' Union have gained a victory that will be much appreciated by all business men. This is a reduction of the night rate on commercial messages to 50c for ten words from Winnipeg to Vancouver. Heretofore there has been no reduced night rate between Winnipeg and the coast, although there has been a rate equivalent to half the day rate from points in Eastern Canada to the coast. Jobbers in Winnipeg have long felt that this was a most unjust discrimination and the announcement of the new rate has been received with much enthusiasm.

During the week the contract was let for an additional elevator at Port Arthur. This elevator will be the property of the Thunder Bay Elevator Company, Limited, and will have a capacity of 1,500,000 bushels. It will be located 1,000 feet west of the Antikokan Iron Works at Port Arthur, and the elevator and the site together will cost, with trackage, $550,000. It will have three unloading tracks and a complete system of nine interlocking pits, each with a capacity of 2,000 bushels, and will be able to unload 200 cars every 10 hours and to load into vessels at the rate of 50,000 bushels per hour. Already the contractors, the Barnet, McQueen Co., of Fort William, have commenced operations on the driving of piles and they are under heavy penalties to have the elevator ready for use on September 15 of this year.

The question of Government ownership of interior elevators is going to prove one of the live issues of the winter. It has already been broached in the Saskatchewan House, and Premier Scott intimated that the Premiers of the three Provinces were seriously considering the matter. He further intimated that if the Provincial Government should undertake such an ownership it would only be as a complete monopoly. This question will also be the piece de resistance at the annual meeting of the Manitoba Grain Growers' Association, to be held at Brandon during the current month.

The matter is a very serious one, and the quieter and more thoughtful of the farmers are very dubious of any good resulting from Government ownership of interior elevators, although all are agreed as to the wisdom of Government (that is Dominion Government control) of terminals. This, of course, is practically achieved at the present time.

Wheat Market Dull.

Although the wheat market has been a dull one all week it has been remarkably strong and towards the end of the week there was a decided improvement in export inquiry. The fact is, Liverpool stocks are small, and though our prices are high, they are nearly 6c under the American. To this must be added anxiety as to the damage done winter wheat by the extreme cold weather and the absence of a snow blanket.

At present it would appear that there are still some 13,000,000 in the hands of Western farmers available for market. Stocks in the interior to come forward are about 18,000,000 bushels. Receipts have been almost nothing during the past week.—H.

Hardware Markets.

The extremely cold weather is having its effect on business, preventing travelers from covering their territory as rapidly as usual and having a depressing effect on retail sales. The outlook is, however, very promising and the wholesale and retail trade alike are in much better spirits than in January of last year. Values are steady this week and there are no quotable price changes of importance.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base: plain galvanized, wire, 6, 7, and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.50; No. 2 and larger, $4.25, snowshoes, No. 0 to No. 1, $4.75, No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85, No. 2 and larger, $4.60.

HORSENAILS—MRM, cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg.

PRESSED SPIKES—¼x5 and 6, $4.60; 5-6x5, 6 and 7 $4.25, ⅜x6, 7 and 8, $4.10, 7-16x7 and 9, $4.00, ½ x 8, 9 10 and 12, $3.90, ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65c.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 per cent. copper; No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

COIL CHAIN—¼, $7; 3-16, $5.50; ⅜, $4.90; 7-16, $4.70; ½, $4.40; ⅝, $4.20; ¾, $4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.25;

The Derry Oak

A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

Revillon Brothers, Ltd.

Wholesale Hardware

EDMONTON, ALTA.

If you want the **whitest** Lead —the **finest** Lead—the Lead with the **longest life**

ORDER

Stephens

House Painters' Perfect

Made with the finest English Carbonate Lead ground in our own Refined Linseed Oil.

All orders for this Brand shipped same day as received.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

WINNIPEG, - CANADA

SUCCESSFUL ADVERTISING, HOW TO ACCOMPLISH IT. By J. Angus Macdonald.

Practical Work for Advertisers and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad. Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

A GOOD START

is the first move to insure a success during 1909.

It will pay you to investigate, and at once, the possibilities in the Heating line with the Pease Agency.

Write to-day for particulars.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25 ; Black Diamond, $9.25 ; Standard flint edge, $8.50; Copper King, $8.25 ; Columbian, $9.50 ; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75 ; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½ ; other lines, 75 p.c.

BLOCKS—Steel, 35 ; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75 ; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $9.25 ; 7-inch, $10.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned, 70: plain, 75 and 2½ ; pieced, 25 ; japanned ware, 35 ; Famous enamelled ware, 50 ; Imperial, 50 and 10, one coat, 60 ; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5 ; Diamond, 50; Granite, 60 p,c.

GALVANIZED WARE—Pails, 37½ p.c. Other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9 ; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10½c; pure manila, 13¾c; British manila, 11½c. Lath yarn, 9½c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c ; Victoria, plain, 70c ; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c ; Victoria and Jubilee, tarred, 86c ; Triumph and Joliette, tarred, 84c ; Cyclone, tarred, 78c ; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20 ; galvanized, $4.30; 26 $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5 ; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50 ; 12 smokeless, chilled, English, $24 ; Canadian, $23 ; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.25 ; chilled, $6.60 ; buck, $6.95 ; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75, sleigh shoe steel, $2.75; spring steel, $3.25 ; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

PIG LEAD—$5.50. Lead pipe, $7.

SHEET ZINC—Casks, $8 ; broken lots, $8.50.

COPPER—Planished copper, 29½c per pound ; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9 ; 1½, $10.75 ; 2, $14.40 ; 2½, $24.40 ; 3, $31.50; 3½, $39.50; 4, $45 ; 4½, $52; 5, $58; 6, $75. Galvanized ; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 55 ; nipples, 70; classified malleable fittings, 25 ; malleable bushings, 50 ; malleable unions, 55 p.c.

GALVANIZED IRON — Apollo, 16-gauge, $4.15; 18 and 20, $4.40 ; 22 and 24, $4.65; 26, $4.65; 28 $4.50; 30-gauge or 10¾-oz., $5.20 ; Queen's Head, 20, $4.60; 24 and 26, $4.90 ; 28, $5.15.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50; ½ box, $6; IXX, full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $9.

CANADA PLATES—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4 ; 8 inch, $4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c ; Capital cylinder, 59 and 54c ; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c ; Ruddy harvester, 30c ; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c ; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c ; Starlight, 20c ; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

PAINTS AND OILS — White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c: turpentine, bbl. lots, 65c. Linseed oil, raw, 64c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Jan. 15.—Barb wire, $4 per 100 lbs. ; plain twist wire, $4.25 ; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

HORSENAILS — M.R.M., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85 ; brass, 75 ; round head, bright, 75 and 10 ; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c. ; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55 ; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c ; pure manila, 15c.

BUILDING PAPER—Plain, 62c per roll ; tarred, 78c per roll.

LINSEED OIL—Boiled, 78c ; raw, 75c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65 ; 12, smokeless, chilled, English, $25; 10, $29 ; 12, Canadian, $24; 10 Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90 buck, $8.30; 28 ball, $8.70 ; powder, F.F., Hamilton, $5.25 per keg.

STARTS ON NEW CATALOGUE.

Revillon Bros., Edmonton, are compiling a large general hardware catalogue and they have engaged Theodore Korb to supervise the work. Since Mr. Korb came to Canada a few years ago from Louisville, Kentucky, where he was catalogue and advertising manager for the Belknap Hardware & Mfg. Co., he has prepared hardware catalogues for several of the largest wholesale houses in Canada, both in the East and the West. Revillon Bros. have put their catalogue in good hands.

PRESENTATION AT WINNIPEG.

J. W. Driscoll, who for over a quarter of a century has managed the local branch of the McClary Mfg. Co., and retired at the end of last year from their services, is an old timer in Winnipeg. He arrived here in 1882 to open the local branch of the McClary Mfg. Co., and has been in charge of the western business of the company since that time.

As an expression of the good feeling existing between Mr. Driscoll and the office, traveling and warehouse staffs of the McClary Mfg. Co., they gathered in Mr. Driscoll's private office and through Mr. McMillan, the accountant, expressed their feelings of regret at the parting with him, and wished him prosperity, good health and long life, and asked him to accept, as an expression of their good feeling and kind remembrance two beautiful and elaborate electric library lamps. Mr. Driscoll replied giving a brief description of the pioneer work of the country, in which he had played an important part during those stirring times of originating trade, and whose energy had been rewarded in the past years by a large increase in the company's western business.

Mr. Driscoll has not decided as to his future plans, but it is understood he will engage in a private enterprise if he does not decide to retire permanently from business, in which event he will remove to California.

SELLING DANGEROUS COAL OIL.

The first information for the sale of dangerous coal oil has been laid by Inspector Earl, of the Inland Revenue Department, against D. A. McIlquhan, hardware merchant, Alexander, Man., who, it is alleged, sold kerosene which caused the death of Miss Raymond about three weeks ago. Inspector Gosnell obtained a sample from the barrel, which flashed at 65 points, twenty points below the required standard.

Sheet Metal Building Materials

Cornices, Skylights, Ventilators
Finials
Corrugated Iron, straight or curved
Metallic Shingles, Siding, Coiling and Lath
Fireproof Windows, Shutters and Doors
Pressed Zinc Ornaments

WRITE FOR CATALOGUE and QUOTATIONS
RELIABLE GOODS ONLY—NO CHEAP TRASH

The Metallic Roofing Co., Ltd.
Manufacturers
TORONTO WINNIPEG

ROSS BROS.
LIMITED

WHOLESALE HARDWARE

Your customers want

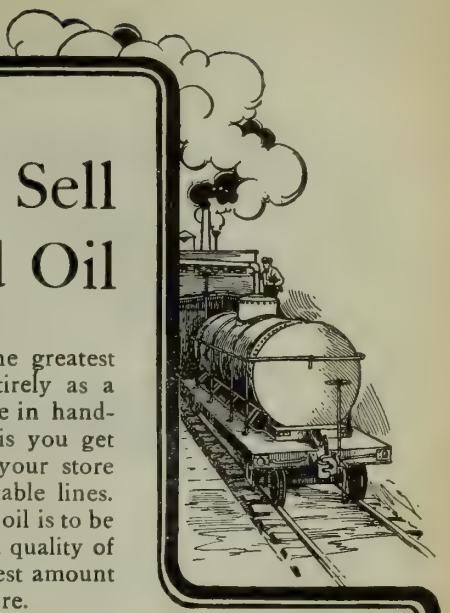
Baling Wire

We have a large stock and solicit your orders.

EDMONTON, ALBERTA

When writing advertisers kindly mention having seen the advertisement in this paper.

You Want to Sell More Linseed Oil



The sale of linseed oil is of the greatest importance to the dealer, not entirely as a source of profit in itself, but because in handling the demand for staples like this you get people in the habit of coming to your store when they want other more profitable lines.

The first step in selling linseed oil is to be sure that you have a bang-up, good quality of oil, so that you will secure the greatest amount of favorable advertising for your store.

SHERWIN-WILLIAMS LINSEED OIL

is as good oil as it is possible to produce. It is made by the "screw press" process which extracts the oil at a lower temperature than is usually employed, so that the mucilaginous matter which generally finds its way into the oil is left in the cake. Sherwin-Williams Screw Press Linseed Oil is vastly superior to the average commercial linseed oil. Every dealer should carry a stock of it. Full particulars and prices furnished upon application.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
Canadian Headquarters and Plant: 639 Centre St, Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnepeg, Man.
505

"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.

GLASS OF EVERY DESCRIPTION

And for every purpose—large and well equipped ART GLASS PLANT.

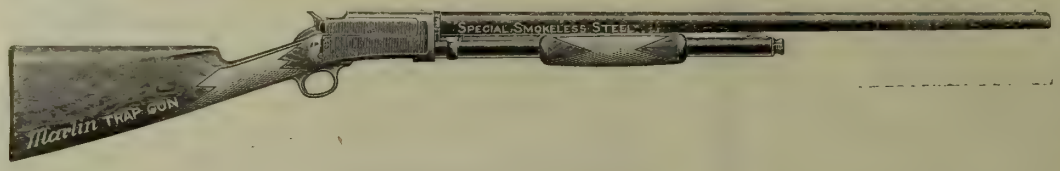
GLAZIER'S SUPPLIES—Diamond Point Drivers, Points, etc.

THE
Winnipeg Paint & Glass Co., Ltd.
CALGARY - WINNIPEG

Novelties for the Hardwareman

NEW MARLIN TRAP GUN.

The new Marlin Trap Gun, which has just been announced, is the first special model made by the Marlin Company for trap work, and is a 12-gauge take-down, 6-shot repeater, built with expert knowledge of trap-shooting requirements. It has a hand-made butt-stock of imported



The New Marlin Trap Gun.

Circassian walnut, finely modeled, with the superb London oil finish, and fine checking; a simple, strong and quick repeating mechanism with highly polished operating parts, with a special smokeless steel barrel, claimed to be unequalled in shooting ability.

The high quality of material and workmanship make it handsome, harmonious and distinctive, yet the excessive, expensive ornamentation has been eliminated, allowing the gun to be sold at the moderate price of $38, catalogue list, including a good profit for the dealer. It will also be made with butt-stock of any desired length and drop, at a slight additional charge

A descriptive folder with a large illustration of the gun in colors will be sent in quantity to any dealers who will address a postal card to the Marlin Firearms Co., New Haven, Conn.

ACME FLEXIBLE STEEL MAT.

A line which is growing in popularity is the Acme Flexible Steel Mat, shown in the accompanying illustration. It is

Acme Steel Mat.

made of the best cold rolled stripped steel, thoroughly galvanized to prevent rusting, and is so made that it rolls up like a rug and can be stored away when not in use. It is very sanitary and self-cleaning, and can be used to advantage in private homes, stores, schools, churches, hotels, offices and cars.

PERFECT MAPLE EVAPORATOR.

There is a demand throughout Canada for a small evaporator, at a reasonable price, that will make good syrup, especially for people who have small bushes, say from 150 to 400 trees. People of this kind do not care to buy the large expensive evaporators. They want something that will make good syrup, and not take five years to pay for it. Then again, there are some people who only want to make for their own use. The Steel

Perfect Maple Evaporator.

Trough and Machine Company, Tweed, Ont., have begun to manufacture the evaporator illustrated to meet this want. The body is made of heavy sheet steel and the pan of first-class heavy tinned steel. To make the price as low as possible, they have arranged the fireplace to be lined with brick on both sides and bottom and half-way back on flue. The storage tank is placed at the back of evaporator. Turn the tap and let sap run into the last division, from here it will boil from one division to another until it thickens in the first division directly over the fire, where it can be held by closing slide in first partition until it is finished, when it is taken off through outlet as syrup. It is economical on fuel and a fast boiler for the simple reason that the bottom of the pan is exposed to fire full length, and pan sits down inside of outer lining so cold air cannot strike it on the sides, on the principle of double windows. Circulars giving prices of the evaporator, storage tanks sap buckets and smoke stack will be sent to any dealer on request.

CALENDARS RECEIVED.

Francis Hyde & Company, Montreal, have issued a remarkably pretty calendar depicting a row of Dutchmen enjoying their pipes, and smiling in sweet content upon the world. The calendar also contains some useful information regarding the weights of various materials; Portland cement, brick work and hints on cement using and the making of good concrete.

M. & L. Samuel, Benjamin & Co., Toronto, are supplying their customers with a medium-sized calendar showing a clear view of their new warehouse and office building at the corner of King Street and Spadina Avenue, Toronto. This shows up in white on a jet black background, giving an odd but attractive appearance.

Bristol Fishing Rod Calendar.

The new calendar of the Horton Manufacturing Company, Bristol, Conn., is reproduced in colors from an old study by Oliver Kemp. A healthful, out-door sport, realistically shown, gives to the picture a vigorous aspect that one delights in seeing. A strip of woodland in the background forms an irregular, rugged sky line. The scene is in the late afternoon and the crimson tint of the afterglow is reflected in the still waters of the lake. The calendar is about 29x20 inches. It will be sent by the company on request only to dealers who handle fishing tackle and write on their business letterheads mentioning Hardware and Metal. It will be mailed to others on receipt of 15 cents.

Anvils and Vises
Machinery Steel
Wire Rope

In Stock

A. C. LESLIE & CO.,
LIMITED
MONTREAL

$10,959.99 Collected!

That's the amount we've collected for clients during the past year—our first year in business. In May, 1907, we handled 140 new claims. In April, 1908, we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

Let Us Cure Your Slow Collections

The Beardwood Agency
313 New York Life Building
MONTREAL

Hammer the Hammer

TRADE MARK IVER JOHNSON

Every house should have burg'ar insurance in the form of a revolver. Protect your home with a revolver that is not only straight-shooting and hard-hitting, but is safe in itself.

Nothing will fire *this* revolver but pulling the trigger. Let it fall, kick it across the room—"hammer the hammer"—*nothing doing* until you pull the trigger.

NO OTHER REVOLVER AS GOOD—NO OTHER SELLS SO WELL.

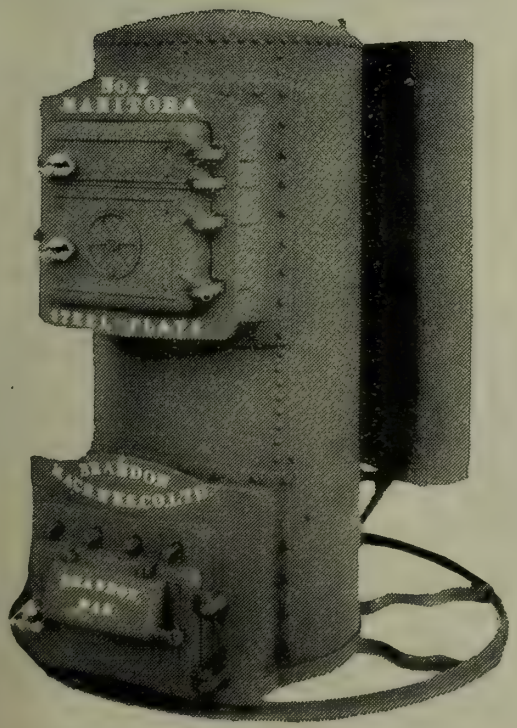
Think what a great opportunity the dealer has here!

Our advertising in all the big Magazines and Sporting Periodicals has made the Iver Johnson the standard the country over. The absolute tests we invite have convinced people of the superiority of these revolvers. This explains the big sale.

The Iver Johnson goods are never given away as premiums. We never sell by mail where we are represented by a dealer. Send for Dealer's Catalogue, or order of your Jobber.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.
Pacific Coast Branch—PHIL. B. BEKEART CO., SAN FRANCISCO, CAL.
Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

IVER JOHNSON SAFETY AUTOMATIC REVOLVER.



We Want Agents

to sell the

Manitoba Steel Plate Furnace

We want a good hardware man in every town to handle our furnace. It will burn Souris and other soft coals mined in the West, and it will burn them economically. It is the furnace Western people have been looking for. If you are from Missouri, so much the better. Ask us and we will show you.

The consumer saves 25 to 40 per cent. on fuel when he uses the Manitoba.

The Brandon Machine Works Co., Limited
Brandon - Manitoba

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Western Milling Co.'s elevator at Calgary, burned at a loss of $50,000, will be rebuilt.

Ahearn & Soper, Ottawa, will enlarge its plant by the erection of a big office building next summer.

The Barnett, McQueen Co. has the contract for building the 1,500,000 bushel elevator at Port Arthur.

It is probable that the C.P.R. will let the contract for the 2,000,000 bushel elevator at Victoria Harbor in a month's time.

The Harold Sanderson refrigerator factory, burned at Paris on Christmas Day, will be rebuilt on a larger scale at that place.

The Provincial steel plant at Cobourg is almost completed. The G.T.R. is putting in a siding to connect with the company's yards.

Again there is talk of John W. Gates building a big steel plant at Toronto or some other place in Ontario to utilize Moose Mountain ore.

The Massey-Harris Co. will increase its capital by $2,000,000 on February 1 to further add to the development of the company's business.

The Dain Manufacturing Co., of Ottumwa, Iowa, have decided to locate their Canadian factory at Welland, and will build there in the spring.

There is a probability of the Dominion Iron & Steel Co. at Sydney, C.B., enlarging its operations by manufacturing lime and the various by-products of its iron plant.

The excavation of the new G.T.P. elevator at Fort William is well under way and plans for structure are in preparation. The Canadian Bridge Co., Walkerville, which has the steel contract, is ready to begin its part of the work when the spring opens.

Railway Development.

The C.N.R. have decided at last to build the line between Port Arthur and Sudbury.

The Delaware & Hudson propose running a branch into Sherbrooke from its Montreal line.

The C.P.R. will probably build a railway from Sudbury to Gowganda, the new silver field.

The construction of the first hundred miles east of Prince Rupert is being pushed and will be ready September 1.

The spending of $5,000,000 on improving and extending the Algoma Central is said to be the intention of those behind the Lake Superior corporation.

The C.P.R. expect to spend $30,000,000 on western lines this year. The Moose Jaw-Lacombe, Sheho-Lanigan, Wilkie-Battle River, Lethbridge-Macleod, and Mowbray extensions will be pushed.

Tracklaying will be commenced immediately by the Great Northern at Keremeos, B.C., as well as on the Spokane-Portland line. Grading is being done by the same road between Allison and Princeton.

Railway surveyors have been working along the line of the Kootenay Central the last summer, between Golden on the main line of the Canadian Pacific Railway and Galoway, on the Crow's Nest branch a few miles west of Fernie. This line will be completed this year.

The Canadian Northern Railway has applied to Parliament for permission to construct lines from Nepigon Bay to the N.T.R., from a point on the Montreal-French River branch to a point on the Hutton branch; from a point on the Sudbury-Port Arthur line to the N.T.R. at Abitibi River; from the C.N.O. line into the Temiscamingue country. The railway also asks for an extension of time on various other lines projected in Ontario.

A report from Calgary states that a progressive campaign of railway building in Southern Alberta is being arranged for the present year. A party of surveyors is now working in the vicinity of Pincher Creek and the lines proposed will keep them busy for three months. In connection with the roads which are to run northeast from Calgary to Saskatoon and other points in the Saskatchewan Valley, the amount mentioned for the guarantee of bonds is $10,000 per mile.

Municipal Undertakings.

The new waterworks tunnel under the bay at Toronto is proving satisfactory.

The Light, Heat and Power Co. again threatens to shut off the electric lights at Montreal unless an agreement is reached.

Victoria has secured $1,200,000 with which to instal a new water system. It is proposed to lay pipes from Sooke Lake, 15 miles from the city. It will take two years to complete.

Public Buildings.

A new firehall will be built on Charles St., Vancouver.

An addition is proposed to be built to the present general post office at Toronto.

The Dominion Government has again taken up the post office building question at Toronto and will likely build near the new station when the viaduct matter is settled.

General Building Notes.

R. E. Sherlock, Lethbridge, will build a $17,000 business block.

Douglas & Thorley, Vancouver, propose to build a $20,000 hotel.

A. Filion, Vancouver, will spend $15,000 on additions to his building.

The Codson Block, a commercial building at Vancouver, will cost $50,000.

The National Finance Co. will erect a $30,000 business block at Vancouver.

The Canadian Bank of Commerce will erect a $40,000 bank at Lethbridge, Alta.

Toronto's building permits for the first week of the new year were valued at $42,500.

Bauer & Harrison will erect a $150,000 steel and concrete hotel at Vancouver.

Victoria's building permits for one day last week totalled $8,000, most small dwellings.

J. G. and E. Y. Lightheart, Vancouver, will spend $15,000 on a block of six dwellings.

Gordon & Campbell will erect a $25,000 store and apartment building at Vancouver.

Plans are being prepared for the erection of a new three-storey hotel at Lethbridge.

The Banfield building, a $20,000 tenement structure, will be erected this season at Vancouver.

The Vancouver Horse Show Association have been granted a permit for a $45,000 structure.

A $15 000 building to be called the Fuller Block, will be erected at Vancouver this season.

Plans for buildings valued at $250,000 are being considered by the Vancouver building inspector.

P. Burns & Co.'s block at Wetaskiwin, Alta., was burned at a loss of $70,000. It will likely be rebult.

Permits numbering 32 and valued at $74,170, were issued at Vancouver during the week between Christmas and New Year's.

HARDWAREMEN ELECTED.

Robert Elliott, of Elliott Bros., hardwaremen and plumbers, Kingston, was re-elected an alderman in the recent civic elections. T. B. Angrove, foundryman, was also re-elected.

J. D. Smith, Baysville, has been chosen a member of his Township Council for another year.

W. H. Jones, Ingersoll, is another hardwareman who has been honored by re-election as alderman for 1909.

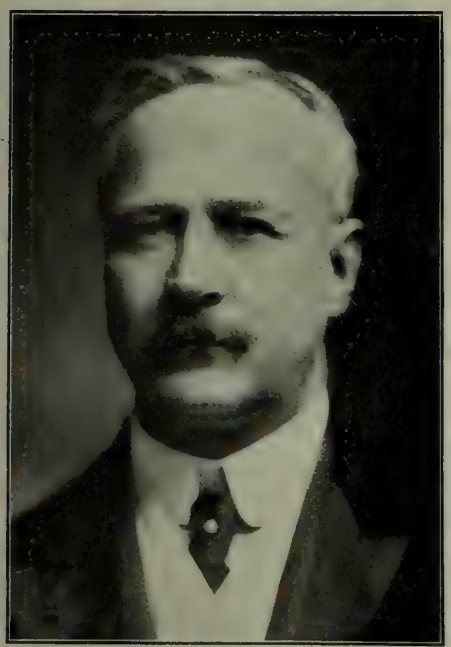
J. C. Shaw, last year's Mayor of Wallaceburg, did not seek re-election.

Mr. R. E. Smith, formerly road foreman of engines of the Canadian Pacific at Medicine Hat, Alberta, Can., has been appointed master mechanic on the same road, with headquarters at Medicine Hat.

News of the Paint Trade

WHITE LEAD MAN ELECTED.

John Hyde, Secretary of the White Lead Association, Montreal, was elected an alderman of Westmount, Montreal's fashionable suburb, in the municipal elections last week.



ALD. JOHN HYDE, WESTMOUNT, Q.

REFINING PETROLEUM.

An ordinary still in a refinery holds 1,200 barrels or more. When it is first heated all the volatile products that pass over are assembled together in a tank, and in this condition are known as "crude naphtha." From this, by redistillation, are obtained gasoline and benzine. It is only when the refiner comes to substances that boil at a much higher heat than water that he runs the stuff off by itself, to be converted into lamp oils.

Sixty hours or more will pass before a 1,200-barrel still is run dry, and long before this the oil that passes over is too thick for burning in lamps. But what next distils over finds other and important usefulness in the domain of lubrication. Beginning with oil that will make a watch go smoothly, it steadily gains in viscosity until, with a degree of solidity resembling that of butter, it will serve for greasing the hot cylinders of locomotives.

Even in the fluid distillates, however, are to be seen solid flakes which are identified as paraffin wax—a product that is separated out in enormous quantities by chilling and squeezing in filter presses, for a great variety of commercial and industrial uses, such as the manufacture of candles, laundry gloss, artificial honeycombs, matches, wax flowers, covers for preserve jars, artificial straws for lemonades and juleps, and waterproof paper.

At last the refiner notes the advent of a curious substance known as "paraffin butter," which is valuable for roofer's wax and as a material for coating fly-paper of the "tanglefoot"

Floorglaze Enamel

We say it is the best solid color floor finish made. We can prove it and so can you, in the easiest and most profitable way possible. Stock a sample order, and see how it brings the customer back for more and do not forget the satisfied customer has lots of friends. Ten shades. Write for color card and prices.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

Bolts and Nuts

Everything in the line of Bolts and Nuts we can furnish.

Standard sizes we have in stock and can ship promptly.

Special Bolts made to sample without delay.

Specify "M.R.M." when ordering, as this brand is a guarantee of quality.

The **Montreal Rolling Mills Co.**

variety. It is just about the stickiest thing on earth—on which account, and also because it has a horrible smell, there is no danger that this kind of butter will ever find its way into the market as a substitute for the product of the dairy.

Finally the refiner opens the still and removes from it the ultimate residue—the last thing left behind, which is coke. It is this black substance, especially valuable because of its freedom from ash, that is the source of our electric light carbons. Thus the series which began with lamp oil winds up with carbon for the electric arc, and between these extremes the by-products have oiled every railroad car in the world, have lubricated the machinery of every factory, have greased the wheels of every wagon, and have given aid in one way or another to every imaginable form of industrial enterprise.

Paint and Oil Markets

MONTREAL.

Jan. 15.—Strong developments in linseed oil and turpentine are the chief features of the paint and oil markets this week. As the result of a mutual understanding a new schedule has been issued by the linseed oil crushers bringing the prices more in harmony with the market in England, while the strength of the market in Savannah has stiffened turpentine locally with the prospect of prices going higher. In other lines there are no changes.

There has been a marked improvement in business, and the year has opened out very favorably. Orders and inquiries are numerous, and the markets are showing considerable strength. Travelers are now out on the road, and prospects look very favorable.

TURPENTINE—With the strength of the markets at Savannah quotations have been marked up 2c, and we now quote 58c for single barrels. Trade has been good, and the market is very firm.

LINSEED OIL—Coming to an understanding crushers have at last put a stop to the cutting that has been going on recently as a new list of prices has been issued, advancing old quotations 4c. This should give a stability to the markets that has hitherto been lacking. Shipments have improved. We now quote: Raw, 1 to 4 barrels, 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9 barrels, 61c.

GROUND WHITE LEAD—The demand in white lead has improved. Supplies seem in good shape, and the market is firm and unchanged. We quote: Strictly pure, $5.50 to $6, according to brand; and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—Shipments are very much the same as they were last week. The market is still reported as being steady to firm. We quote: Genuine red red lead, in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

COLORS—Liquid paints are doing well for spring shipments. Stains are moving in better bulk, and altogether trade is opening out well.

PARIS GREEN—Trade has been very good, and the larger dealers are now placing their orders. There is a tendency to ease prices, and business can now be done at 1c below prices published last week. We quote: 1-lb. packets, 50-lb. case, 20½c; ½-lb. packets, 100-lb. case, 22c; 1lb. tins, 100-lb. case, 21c per pound.

WHITE ZINC—The market continues on the dull side with no change in quotations: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—Putty continues to be a good seller. The market is firm and unchanged. We quote: Standard putty, 880-lb. casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

January 14.—A decidedly firmer tone is noted in the price quotations this week. Both linseed oil and turpentine have advanced four cents, and the leads are firmer. Eastern markets quote a drop of one cent in Paris green, but the prices of a week ago still rule in Toronto, though a decline would not be a surprise. All jobbing houses seem to have a better feeling one toward the other, and cutting appears to be a thing of the past. There is certainly a better understanding and the price quotations given out are pretty much of a kind.

January is a quiet month for immediate business, but even so there is a much better trading going on than was the case a year ago. Spring orders are good, is the report of all houses and travelers who come in at the end of each week are quite enthusiastic at the prospect of this year's trade.

TURPENTINE—This line has advanced twice since last week. A two-cent advance was made on Monday and a further two-cent rise went into effect on Thursday. Quotations are now 61c for single barrels and one cent less for larger quantities. Two houses have advanced prices only three cents. There is also some new process turps being sold at a little lower prices than what is asked for old process. It will be remembered that three years ago when turp prices were very high a number of so-called substitutes were put on the market and sold as turps. The only kind that was worth while, however, was the turpentine distilled from pine roots. this is called "new process" turpentine.

Not a Minute Too Early

to give serious thought to taking up the "ENGLISH" LIQUID PAINT Agency, for next Spring.

The dealer in your town who has a stock of these well-known, well-advertised and well-liked Paints, will get the trade.

Our Advertising Department, our Co-operative Business Methods, our Best Prices and a complete line of

"English" Liquid Paints

are at your service.

Let us talk business with you.

Address,

BRANDRAM-HENDERSON, LIMITED

Montreal **Halifax**
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THE PAINT AND THE PRICE

Doesn't it stand to reason that you can sell a lot more moderate priced paint than you can of the high priced kind—providing the quality is as good? That's just the proposition we are offering. We claim that there isn't a prepared paint on the market at any price that is better in quality than MOORE'S PURE LINSEED OIL H.C. PAINT, and that it is even better in quality than most others. It covers better and has greater hiding power. We use only pure linseed oil and the most durable pigments thoroughly ground together. When you begin selling Moore's Pure Linseed Oil H.C. Paint you get the reputation of selling better paint at closer prices than your competitors. That's the kind of reputation which pays.

WRITE TO-DAY FOR COLOR CARDS AND PRICES.

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Manufacturers of
Paints, Colors, Varnishes and Muresco

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New York Chicago U.S.A. Cleveland

A. M. BELL & CO., Halifax, N.S., Agents for Nova Scotia, P.E.I. and Newfoundland
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Get busy after New Business

Go after the man who is building and the man whose house looks like it needed paint. But be careful which **kind** of paint you recommend to him. He's going to paint **again** some day, and he has many friends who may need paint.

If he buys paint from you that peels, cracks and wears off in a year or so, he won't come back to **you** for paint again. And his friends and neighbors are going to **hear** all about that poor paint. **Play safe—take no chances**—sell him

MARTIN-SENOUR PAINT
100 Percent Pure

A paint that you can recommend as strongly as you like and we stand back of you. Martin-Senour Paint is pure—that is why we can stand back of it—why you can stand back of it—why buyer comes back for more of it. Ask for Government investigation and see where it stands in their test of paints.

You want more good profitable paint business, and we want a few hustling dealers. Let's get together. We don't know who or where you are. If we did—we'd send you some welcome news right now. Won't you **tell** us on a postal—who you are and **where** you **live?**

The MARTIN-SENOUR CO., Ltd.,
Pioneers of Pure Paint
Montreal **Chicago**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

It would not be surprising if prices went even higher. There is some speculation going on down South, and dealers are able to take care of all that is offering. Stocks are not so great now, as the season's supply is known, and until April, when the quantity of the new season's stock can be gauged, there is likely to be higher prices.

LINSEED OIL—An advance of four cents is noted all along the line. Quotations are: 1 to 4 barrels, 59c for raw and 62c for boiled; 5 to 9 barrels, 58c and 61c; 10 to 20 barrels, 57c and 60c. There has been an agreement reached and an end has been put to the cutting. There are a number of orders on the books for oil at the old figures, but new buyers will have to pay the advanced prices.

PARIS GREEN—Government standard pure Canadian manufactured Paris green is at the prices published last week. Montreal reports a decline of a cent, but so far the local market is not affected. Barrels of about 600 lbs. are at 19½c.

GROUND WHITE LEAD—A firmer tone is noted in both white and red lead. Pure white is $6.25, and No. 1, $5.65; a medium grade is at $5.80. Genuine red lead is still being sold at $4.50, though $4.80 is the quotation of at least one house.

STAINS AND VARNISHES—Prices are unchanged, though there is more firmness noted. With the advance of turpentine quotations may go higher. As yet, however, with the active season still in the future there is no prospect of an immediate change.

PETROLEUM—Still active business is being done. Being a winter line, the sales are frequent and the trading well worth while. Prime white, 13½c; water white, 15½c; and Pratt's Astral 17½c, are still the current quotations.

TAKING STOCK.

A paint stock is one of the easiest to take inventory on. And just for this reason it is quite often not taken. It is impossible, however, for a man to know accurately what is on his shelves and what is not unless he takes a systematic and figurative count. Quite often cans are put back in the wrong place or work themselves behind others, which results in an all out apparent condition of this or that kind when it is really not the case. The man who takes an inventory may also find he is carrying a larger stock than he supposed. Behind the solid line of cans there is often found small cans of stain or enamel which have slipped off the tops of those in front or probably shoved there for general appearance's sake.

For making a spring order the inventory sheet will prove far better than the stock sheet, says an exchange. It will also be a verification for the present totals on the stock sheet. The spring order is the heavy one, but it should not be compiled by a proprietor's eye nor by his stock sheets. There is no doubt but what the overstocked conditions quite often result from just this inaccurate way of assuming totals.

Taking inventory is in a way cleaning house. It means the taking of everything and for everything one must look everywhere. Under counters and shelves, drawers used for something else and out of the way corners are great retreats for stray cans of paint. How they got there nobody knows, still they are constantly found. Cans out of order and in with other colors is a common condition and one that emphasizes the caution against ordering from only a look at the shelf. Often small cans of a specialty received a few years ago, and present poor sellers, are found probably on the top of the top shelf or under the counter. If dusted and placed on the front show case they would sell like hot cakes. As we said above, taking inventory means peering into every corner and nook and looking behind every row and pile, and we venture to say that the inventory taking proprietor who fails to find something misplaced will be as rare as the blue moon.

The easiest way to take paint inventory is to begin with the house paints and work down to the specialties. Every can should be looked at to see if it is the same as those around it. Colors quite often get mixed. When the list is completed and before the extensions are made it should be gone carefully over to see that there are no two of the same kind appearing in different places on the sheet which would mean the cans had been separated. When counting always begin at the top shelves and work down.

SOME PAINT GOSSIP.

Thomas Russell McArthur, head of the firm of McArthur & Co., manufacturers and importers of paints and artists' materials, Montreal, died recently in Montreal from hemorrhage of the stomach.

A great deal of interest will be taken in a series of about twenty cases which will come up before Local Master Bishop at Ottawa, in connection with the Canada Turpentine Company, now insolvent. About twenty men in the capital subscribed to the company's stock, only paying a portion of the amount they subscribed. Among these twenty about $4,000 remained to be paid on their holdings. Then the company went out of business. The property near Barry's Bay was sold for $10,000, while the claim of the bondholders amounted to $11,000 and there were several other creditors to meet. Action has therefore been taken by Mr. Crawford Ross, liquidator, against these shareholders to make them pay up the remainder of their subscription. They are called upon to pay good money on stock of a firm that is already out of business. In nearly every case they are objecting to the payments, claiming that they were led to take stock in the company through misrepresentation and fraud. Then each has special reasons for objecting to the payment. Each of the twenty cases will have to be taken up separately.

The Canada Paint Company
LIMITED
Montreal Toronto Winnipeg
MAKERS OF
ALUMINUM
ACETIC ACID
AMBERITE VARNISHES
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ASPHALTUM VARNISH
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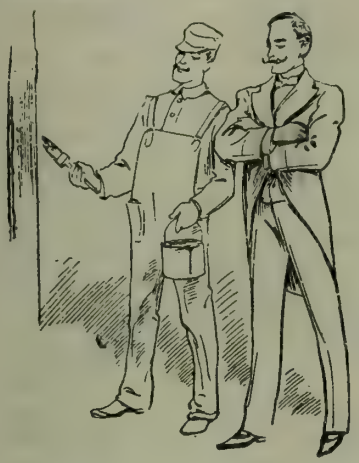
BLACKBOARD PAINT
BOAT VARNISH
BRICK PAINT
BRIDGE PAINT
CALSOMINE
CARMILION
CARRIAGE VARNISH
CHROME YELLOW
COACH COLORS
COPPER PAINT
DECK PAINT
DIAMOND GRAPHITE PAINT
DIPPING PAINTS
DRY COLORS
DRYERS
DISTEMPER COLORS
ENAMELS
EUREKA PASTE FILLER
EXCELLO WHITE
FILLERS
FLOOR PAINTS
FLOOR WAX
GIRDER BROWN
GOLD PAINT
GRAINING COLORS
GRAPHITE PAINT
GREEN (PARIS)
HANDY VARNISHES
HOUSE PAINTERS' JAPAN
JAPANNERS' VARNISH
JAPANS (BLACK)
JAPANS (BROWN)
JAPANS (BAKING)
LACQUERS
LAKES
LINSEED OIL
LIQUID COACH COLORS
LIQUID PAINTS
LIQUID ALUMINUM
MACHINE PAINT
MAGNETIC DRYER
MAGNETIC OXIDE
MARINE PAINT
MORTAR STAINS
MAST PAINT
(To be Continued in our Next.)

THINK IT OVER



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It is the brand that stands for purity, satisfaction, a guarantee for trade and square dealing. It stands for all the nice little helps and the big helps that brings business to your doors. You can get business with Ramsay's Paints if you want it, and you can get Ramsay's Paints if you act promptly.

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A. RAMSAY & SON CO.

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New Era Paint

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Its composition is perfectly pure. It will cover more surface, last longer, hold its color better, stand changes of weather and give a more brilliant finish than any other brand. It retails at a moderate price leaving you an excellent margin of profit.

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Windsor, Ontario

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Manufacturers of RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

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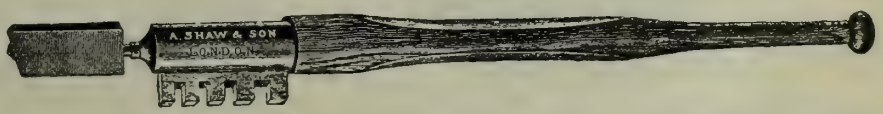

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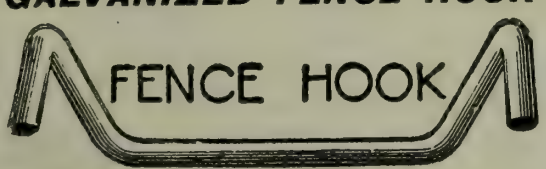

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is a varnish finish for interior work that will excite the admiration of your painter customers on account of its truly excellent quality. It is especially adapted for hallways, bathrooms, dining rooms, kitchens, window sills, bar fixtures and general inside work requiring a finish of extreme durability. It produces a beautiful lustre over natural, painted or grained woods, and a smooth dull finish is easily obtained by cutting down with pumice stone and water. It dries free from dust in from 7 to 9 hours, is very elastic and will not scratch or mar white.

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For Interior Decoration

is superior to any other White Enamel made in Canada and no imported Enamel of equal quality can be offered at as low a price.

Your customers, whether **Professional Decorators, Manufacturers or Householders,** will find it just what they want for decorating large surfaces or small articles.

It works freely under the brush, dries with a brilliant gloss and it will **never turn yellow.**

To prepare the surface for the Enamel, use ISLAND CITY White Primer. Ideal for the purpose owing to its exceeding whiteness, its great "body" or covering capacity and its surpassing fineness.

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Notice the Target Grip

Light, compact, durable. The first combination of a medium priced revolver with *a perfect full grip*. Prevents slipping and twisting—insures a secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in the shooting.

Harrington & Richardson Arms Co.

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The "Leader" Woven Wire Fence does not bow or sag when erected. It is made of all No. 9 hard galvanized wire, with double-grip lock.

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Stove Brick **Stove Castings**
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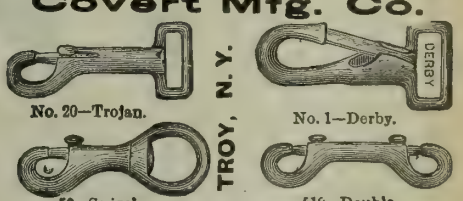

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50—Swivel. 510—Double.

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Practical handbook for the sign writer, giving concise information on the general principles of the craft. Contents are:—Formation of Letters, Stops, and Numerals; Sign Writer's Outfit; Making Sign Boards and Laying Ground Colors; Simpler Forms of Lettering; Shaded and Fancy Lettering; Painting a Sign Board; Ticket Writing; Poster Painting; Lettering with Gold, etc.

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One Dealer in Each Town

Only one dealer in each town will be allotted the agency for Brantford Roofing. Only one dealer in your vicinity will have THREE different kinds of ready roofing to show his customers. In Brantford "Asphalt," Brantford "Rubber," and Brantford "Crystal," the dealer has THREE chances to land an order where he formerly had only one when representing the makers of a "single" kind of roofing. Small chance of an order ever getting by the dealer who handles our complete line. Would you like to be that dealer?

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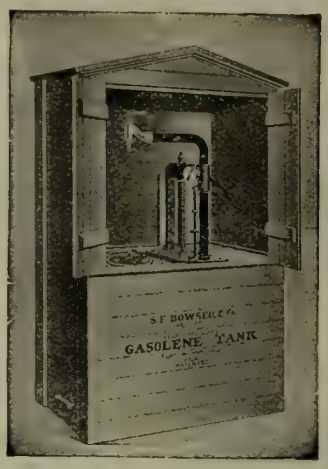
Keep Your Gasolene Outdoors

STORE IT IN A BOWSER OUTDOOR CABINET



Cut 10—Outdoor Cabinet

The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

It will increase your profit on gasolene because it stops the usual loss of from 15 to 50 per cent. through evaporation, leakage and waste. It draws new trade because it is placed in front of the store where it continually advertises the fact to automobilists and others that you sell gasolene.

The Bowser costs you nothing because it pays for itself by its own saving of gasolene. Ask us to send Gasolene Catalog 5445. It's free.

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If you have an old Bowser and want a new one, write for our liberal exchange offer.

The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market.

Catalogue on application

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

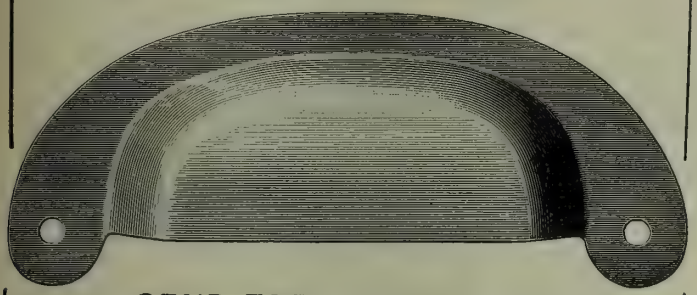
St. Catharines

Ontario

W&B
TRADE MARK

W & B CO
TRADE MARK

Save Money
—IN—
Drawer Pulls



SEND FOR SAMPLE AND PRICES.

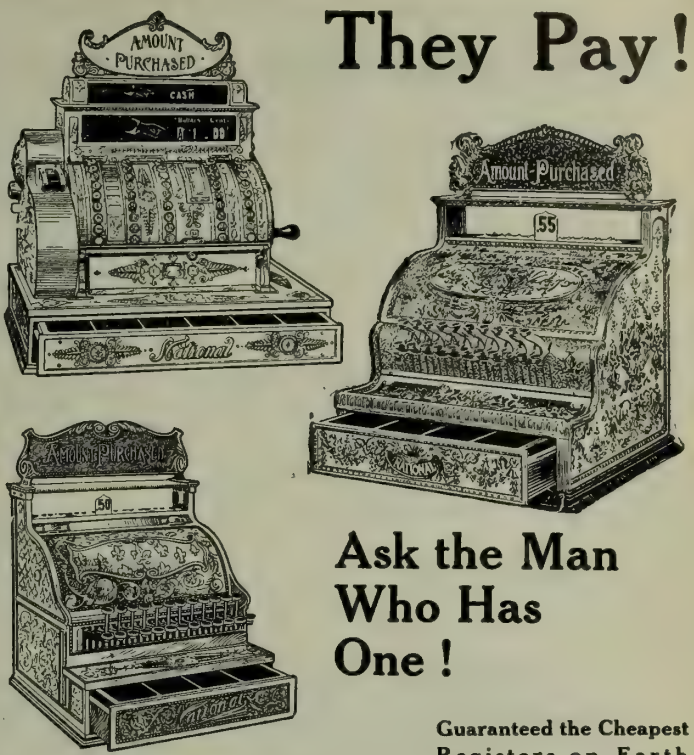
WE ALSO MAKE THE

Celebrated Shelby "Champion" Double Acting Spring Floor Hinges

The Standard Mfg. Co.

SHELBY, OHIO., U.S A.

They Pay!



Ask the Man Who Has One!

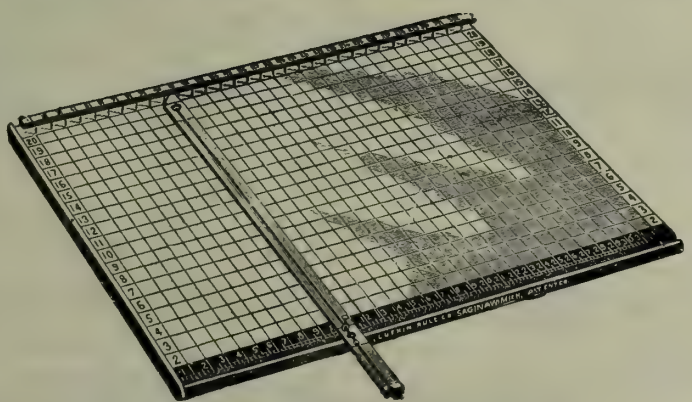
Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont
F. E. MUTTON, Canadian Manager

Perfection Glass Boards

Hardwaremen who are constantly cutting odd sizes will appreciate the advantages of the **Perfection Glass Board** for this purpose. It fills a long felt want—a perfect glasscutter's board. It insures accuracy, saves time, and prevents breakage.

Write for our catalogue containing full particulars and prices.



Our stocks of all kinds of **Glass** at our **Three Warehouses** are very complete, and place us in a position to fill all orders promptly. Mail orders for glass, other than manufactured, shipped same day as received.

SOLE CANADIAN AGENTS FOR

MAXIMUM LIGHT GLASS and CAT'S EYE GLASS

THE HOBBS MANUFACTURING CO., Ltd.

Factories and Warehouses :

TORONTO LONDON WINNIPEG

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

GILBERTSON'S COMET

Backed by a GUARANTEE

That is what we have behind COMET Brand GALVANIZED SHEETS.
Then the name GILBERTSON has been identified with all that is high-grade in galvanized sheets for so many years that GILBERTSON and COMET mean safety and security. Let me tell you about it.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd., Makers, PONTARDAWE, Wales

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

SEYMOUR SHEARS

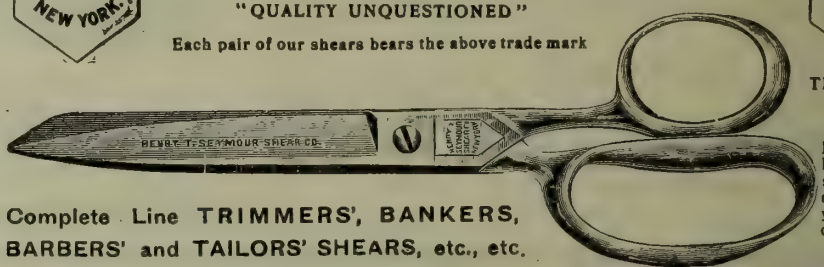
HENRY T. SEYMOUR SHEAR CO. NEW YORK.

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best In the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

SASH WEIGHTS

Hundreds of tons carried in stock for you and we guarantee prompt shipment. Write at once for a copy of our Monkey Book and for prices.

The Buchanan Foundry Company, - Lebanon, Pa.

Why Not Stock "BUSTER BROWN"

Quick delivery can be made at any time at small cost owing to the light weight of any of the four sizes.

Prices gladly quoted you.

Wagons for Spring Trade

or at least display prominently, in windows preferred, the colored posters we are distributing? It should be possible to induce the parents and friends of the CHILDREN to invest their money wisely in something substantial and lasting. Throw out the suggestion and watch the results which are bound to come.

The Woodstock Wagon & Mfg. Co., Ltd.

Makers of Woodstock Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs.

ESTABLISHED 1850

JOHN HASSALL, INC.,

RIVETS,
ESCUTCHEON PINS,
SPECIAL WIRE NAILS.

OFFICE, 183 LAFAYETTE ST., NEW YORK
WORKS, CLAY AND OAKLAND STS., BROOKLYN

IN ALL METALS

The Roofing House of Canada

Leading Lines of Reliable Goods

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING
"GENASCO" READY ROOFING

Get our prices in good time for Spring trade.

ALEX. McARTHUR & CO., Limited
82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

January 16, 1909

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ......per lb...	0 09½
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 60
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 26
" seamless base	0 26

Copper tubing, 4 cents extra.

COPPER. Per 100 lb.

Casting ingot..........	15 50	15 00
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz......		21 00
Plain, 16 oz., 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base...............		30 00
Braziers' (in sheets). 4x8 base...		0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 50
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60
Galvanized—	Dom.Crown.	Ordinary
18x24x52	4 45	4 35
60..................	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ..	3 70	3 50	3 65	....
22-24 ..	3 95	3 75	3 75	4 05
26........	4 20	4 00	4 15	4 30
28........	4 45	4 25	4 35	4 55

Less than case lots 25c. extra

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 50

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		18 75
Middlesboro, No. 3 pig iron..	19 50	21 00
Summerlee, No. 2 " ..	20 50	21 50
Carron No. 1	22 50	....
Carron, special......	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor, charcoal iron........	32 00	32 50
Ferro Nickel pig iron (Soo) ...	....	25 00
Angles..................	2 60	2 50
Common bar, per 100 lb......	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 25
Mild steel...........	1 90	....
Sleigh shoe steel............	1 90	2 05
Iron finish machinery steel (domestic)	2 00	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 05
Sheet cast steel......	0 15	0 15
Toe calk steel...............	2 40	2 75
Mining cast steel....	0 07½	0 08
High speed	0 60	0 60
Capital tool steel...........	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel.............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 32 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C, 14 x 20 base	....	$6 00
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50
Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

'Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..........	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. } 6 75
" 14x60, "
" 14x65, "

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 70	3 75
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 50	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 12¾
Light copper bottoms	0 10½	0 11
Heavy red brass....	0 10½	0 11½
" yellow brass	0 08½	0 09
Light brass................	0 06½	0 06¾
Tea lead..................	0 02½	0 02½
Heavy lead................	0 02½	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No.1	12 50	14 00
Stove plate................	11 00	12 00
Malleable and steel	9 00	8 00
Old rubbers....	0 08	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 70 per cent.
High grade compression work, 65 p c.
Cushion work, 55 per cent.
Fuller work, 75 and 10 p.c.; No. 0, 80 p.c., and 1 and 2 basin cocks, 75 and 10 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M T. Globe, Angle and Check Valves, 55; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " ...... "	1 50
No 7 Fuller's...... .... "	2 00
No. 4½, " .... "	1 85
Patent Compression Cushion, basin cock, hot and cold, each..........	$1.25
Patent Compression Cushion, bath cock, No. 2208, each................	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4¾c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.........	2 03	¼ inch.........	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 56	¾ "	4 71
1 "	5 11	1 "	6 76
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 9
4 "	33 48	4 "	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 70; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 55 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb......	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ .... per lb.	0 33	0 35
2-lb. or over .... "	0 30	0 32

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping.........................	0 18½	0 18

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05½
" flaked....................	0 05½
Green copperas (green vitrol)........	0 01
Sugar of lead..........	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons..........	0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels........................	0 24½
25-lb. drums..........	0 25½

PIGMENTS.

Orange mineral, casks........	[illegible]
" " 100-lb. kegs	0 [illegible]

Retails at $2.00

"PYRAMID" RAZOR

Always Reliable **Sheffield Manufacture**

From all the Leading Jobbers in the Dominion

PREPARED PAINTS.

Barn (in bbls.) 1 gal. tins	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints,		1 60
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Pure.	Ordinary.
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 58 0 59
Linseed Oil, " raw	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
" Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls		0 60
Gilders bolted in barrels		0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No.1 Orange, "	1 50

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
union	0 85
Light oil finish	1 30
Gold size japan	3 00
Turps Brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish, 1 gal. can, each	2 00
Granitine floor varnish, per gal	2 50
Maple Leaf coach enamels; size 1,	1 20
Sherwin-Williams' kopal varnish, gal.,	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize" Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline, per gal.	2 50
Flattine floor finish, per gal	3 00
Elastica exterior finish, 1 gal. can	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2.25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	1 05
2 Ply complete, per roll	1 25
3 " " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, per barrel	1 70	1 75
Belgium	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
" Iron Clad " cotton		2 10
Iron Clad " paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 25

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 35
English "	3 00	4 00

Chicago and Reliance Coil 35 per cent.

ESCUTCHEONS.

Discount 50 to 60 per cent.
Peterboro, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net		7 25
" " 5-in. "		7 00
" " 6-in., "		6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in.	per 100 lb.	4 75
over 12 in.	"	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks, 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¾ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Peterboro, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's), 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 20	2 40
Solid "	1 50	1 75

SASH CORD.

Per lb	0 25	0 26

BLIND AND BED STAPLES.

All sizes, per lb	0 07½	0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	2 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13
S. & D., " 5 "	0 11½
S. & D., " 6 "	0 18
Boynton pattern "	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No.1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.

Canadian, 25 to 27½ per cent.		
Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 35½ per cent.

PICKS.

Per dozen	6 00	9 00

Amatite ROOFING

Needs No Painting

If you had a sample of Amatite in your hand you would see in an instant why it needs no painting or coating to keep it waterproof.

It has a rough surface of *real mineral matter* on the weather side.

It is evident to anyone that it is no more necessary to paint such a surface than it is necessary to paint a stone wall. Stone needs no paint; neither does Amatite. It is strong enough in itself to bear the brunt of rain and wind and sun without a protective coat of paint.

To paint Amatite would be a waste of time and trouble.

Amatite will last for many years without any care whatever. It is made to be *trouble proof* as well as *weather proof.*

A roofing that consists of smooth materials, made to receive a heavy coating of paint, is not a roofing at all—the paint is the real roof. If you are told that certain roofings don't need painting when first laid, don't be deceived into thinking that they are like Amatite. The first coat of paint has been applied at the factory—that's all, and it will wear off in a little while and require renewal.

No paint is good enough to make a durable roof; a thick layer of pitch faced with a real mineral surface, is far better—and that means Amatite. **Free Sample and Booklet**—A Free Sample with Booklet will be sent on request to our nearest office.

Paterson Manufacturing Company, Limited Toronto Montreal Winnipeg St. John, N.B. Halifax, N.S.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.......... 1 15
Ivory, No. 1282, 2 foot, each.......... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14 75 and 2½, doz.......... $23 00
Iron, No 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English ass skin, No. 1921, 66 ft., doz. 2 85
Universal ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No 404, 66 ft, each.... 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's, linen, No 1822, 66 ft. ea. 1 10
" steel, No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63¾ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith..........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" 1½ x 3-16 in(100 ft)	....	
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail..............		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................ " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in, $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do, 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net.................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews'.............. 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10¾
Hay Budden, 80-lb. and over 0 09¼
Brook's, 80-lb. and over 0 11¼
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's..................... .... 0 13¼
Berg's, per lb...... .... 0 12¾
Brook's..................... .... 0 12¾
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise.................... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up....	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.......	60
Bolt Ends....................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list......	75

Nuts, square, all sizes, 4¼c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger. $3.50; snow pattern No. 1 and smaller. $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d..........................	3 80	3 25
3d..........................	2 85	2 95
4 and 5d.........	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d..................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10, 2½ p.c.; Centre Fire Pistol Cartridges, 25, 2½ p.c., Centre Fire Sporting and Military Cartridges, 10, 10 p.c.; Primers 10 2½ p.c.; Brass Shot Shells, 45, 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f o b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 20 p c; "Sovereign" Black Smokeless Powder, 25 and 15 p.c.; "Regal" Shell, Dense Smokeless Powder, 25 and 15 p.c.; "Imperial" Shells both Bulk and Dense Smokeless Powder, 25 and 15 p.c.

EMPTY SHELLS

Empty Shells 20 p.c. 90 days net.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges..................	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20. per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized ereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p. c

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.; spring, 40c. upwards.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's..................	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

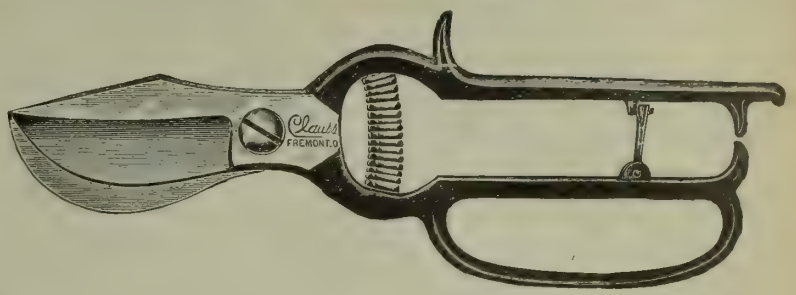
Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

CLAUSS BRAND PRUNING SHEARS

Our Plain Pruning Shear is of the very best our secret process of manufacturing can produce. There is no question as to the quality which is unsurpassed.

Filed Handles and Finely Polished Blades. Ask for Discounts.

FULLY WARRANTED



The Clauss Shear Co., - Toronto, Ont.

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 5o and 10 per cent.

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 50 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz.	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz.		0 65
Potato mashers, wire, per doz.	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $2.50; 3 in., $3.35; 4 in., $4.45; 5 in., $6.00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary per 100 ft. 3 00

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, 25 per cent
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz.		6 75
Lift Tubular and Hinge Plain, "		5 00

Japanning, 50c. per doz. extra.
Prism lobes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.		1 32
7-inch "		1 47

Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.75; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. 2 50 Galvanized 2 75

HAY WIRE IN COILS.

No. 13, $2.70: No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal.—100 lb., Nos. 4 and 5, $3.95; 6, 7, 8, $3 40; 9, $2 90; 10, $3.45; 11, $3.50; 12, $3.05; 13, $3.15; 14, $4.00. F.O.B. Pittsburg—Nos. 4 and 5, $2.30; 6, 7 and 8, $2.25; 9, $2.25; 10, $2.30; 11, $2.35; 12, $2 40; 13, $2.50; 14, $2.00; less than cars, 10 cents higher. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 85
Galvanized, plain twist	3 20

Galvanized barb, f.o.b. Cleveland, $2.65 for small lots and $2.55 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star and spring	0 90	1 10
Folding ironing boards	16 25	18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style per doz. 8 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse and Snowflake	54 00
Dowswell	39 00
New Century and Bluebelle	75 00
Daisy	54 00
Stephenson	74 00
Spotless	69 00
Puritan Motor	156 00

WOODEN PAILS.

Cane's wire hoop 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	2 25
Small heel	4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09½
Pure Manilla	0 12
"British" Manilla	0 10
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ¼ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 40
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb, "		24 00
" 200 lb. and over		28 00

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Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Boilers and Radiators
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Brantford Screw Co., Brantford.
Canada Screw Co., Hamilton
Montreal Rolling Mills, Montreal

Box Strapping
Acme Steel Goods Co., Chicago, Ill.

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton.

Coal Chutes.
Manitoba Iron Works, Winnipeg, Man.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Fasteners
Acme Steel Goods Co., Chicago, Ill

Corrugated Iron
The Galt Art Metal Co., Galt, Ont.

Cow Ties
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Cuspidors.
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Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd, Montreal
Heinisch's, R., Sons Co., Newark, N.J
Howland, H. S. Sons & Co., Toronto.
McGlashan, Clarke Co., Ltd., Niagara Falls
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Embossed Steel Ceiling
The Galt Art Metal Co., Galt, Ont.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
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Kemp Mfg. Co., Toronto

Escutcheon Pins
Hassall, Jno., 183 Lafayette St., New York.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Roper, J. H., Montreal, Que.

Fire Escapes.
Manitoba Iron Works, Winnipeg, Man.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Flexible Steel
Acme Steel Goods Co., Chicago, Ill.

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
Brandon Machine and Furnaces Works, Brandon, Man.
Butterworth & Co., Ottawa, Ont.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
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Hardware Specialties
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Harvest Tools.
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Soss Invisible Hinge Co., Toronto.
Standard Mfg Co., Shelby, Ohio.

Hockey Sticks
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Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
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Jacks
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Ladders
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Lanterns
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Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.
Greening, B., Wire Co., Hamilton.

Metal Polish, Emery Cloth, etc.
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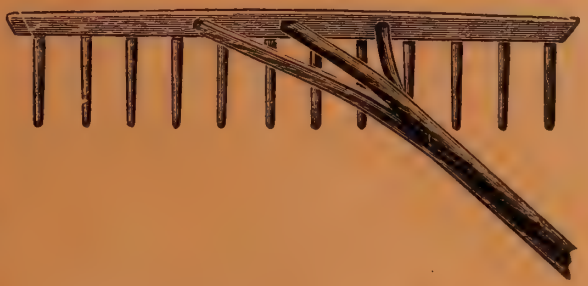

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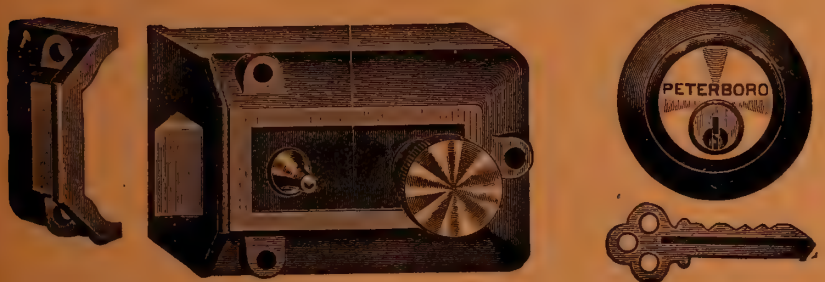

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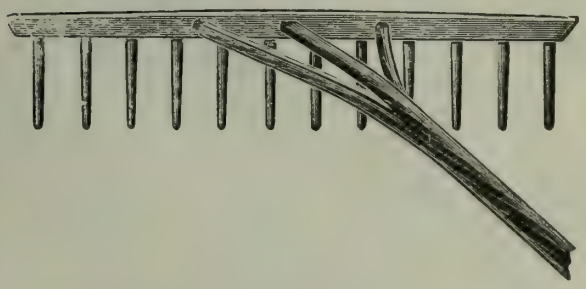

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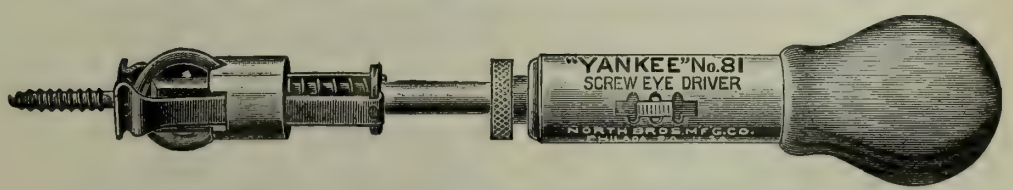

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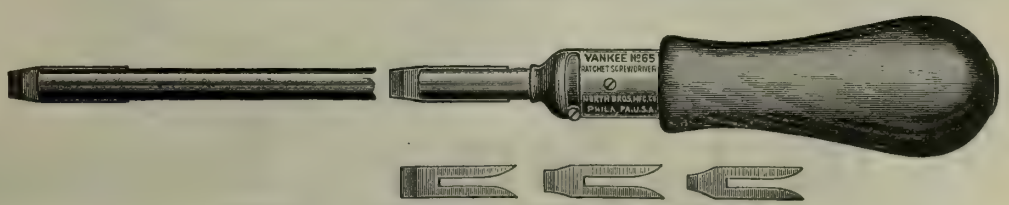

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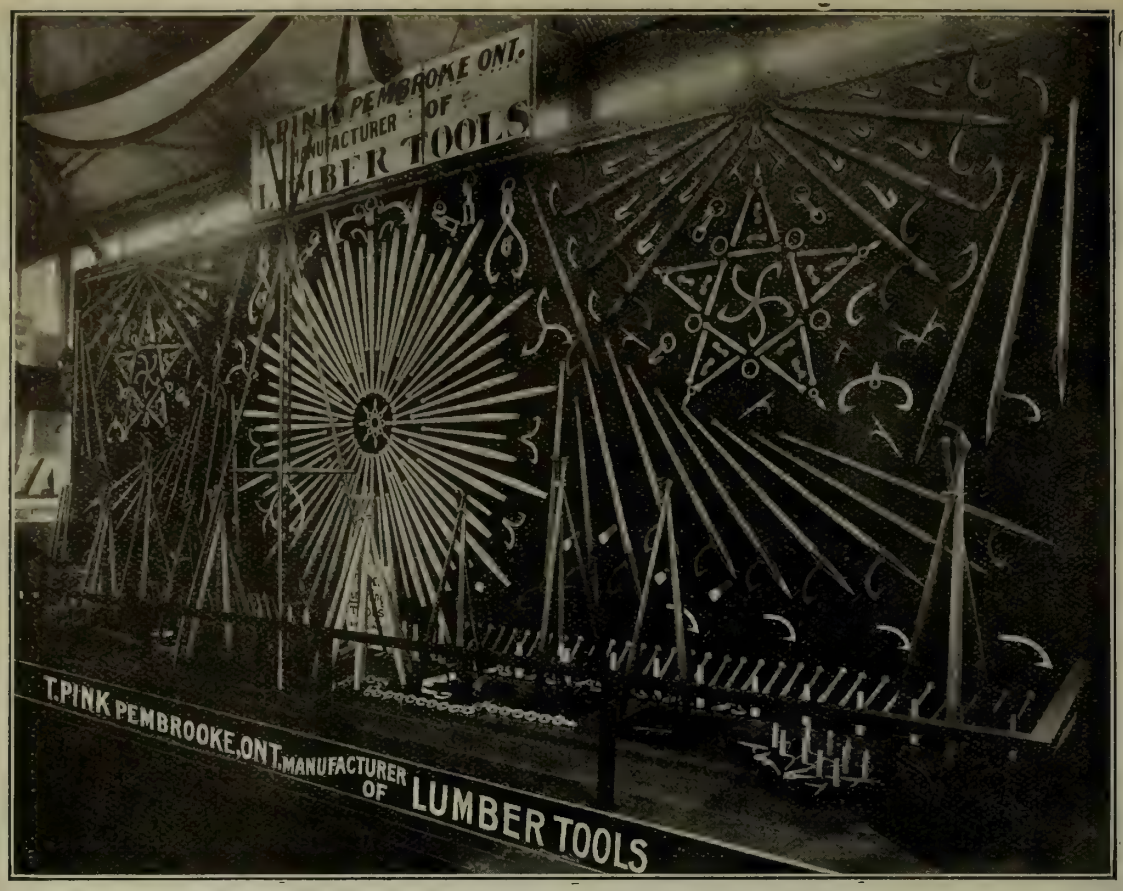

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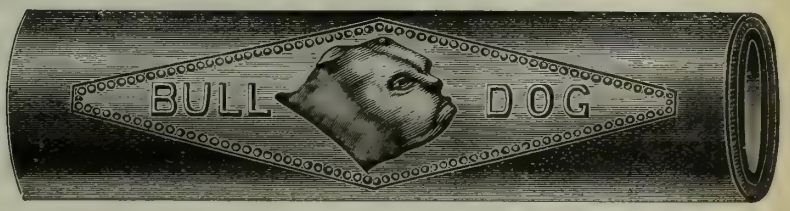

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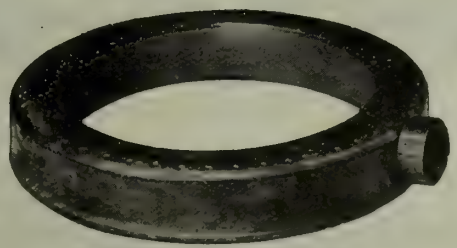

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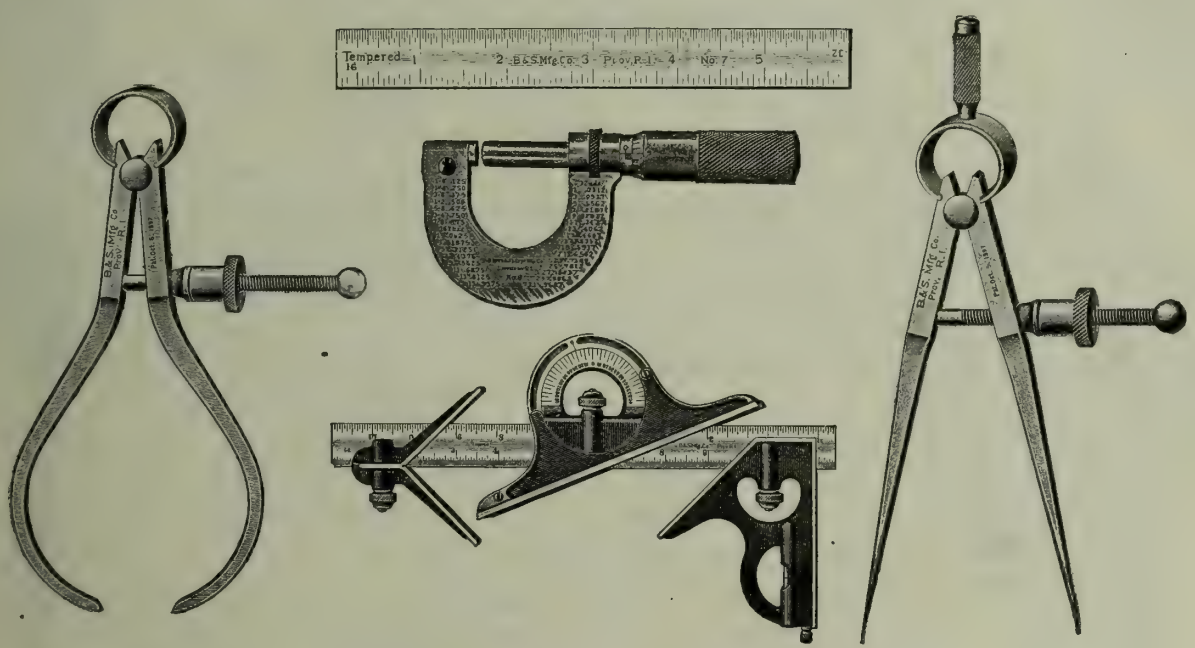

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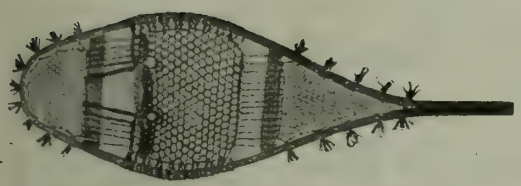
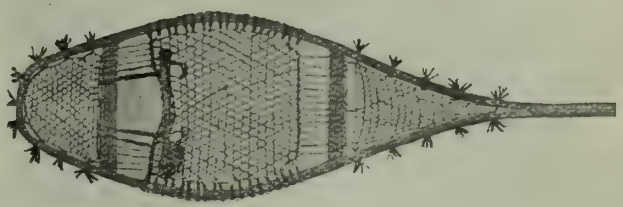
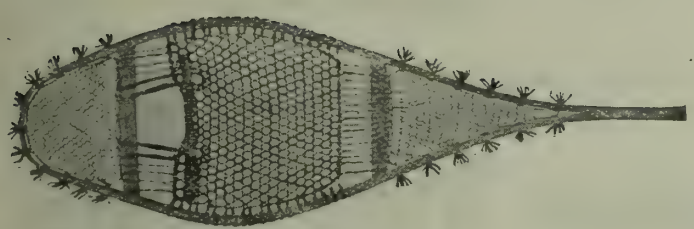


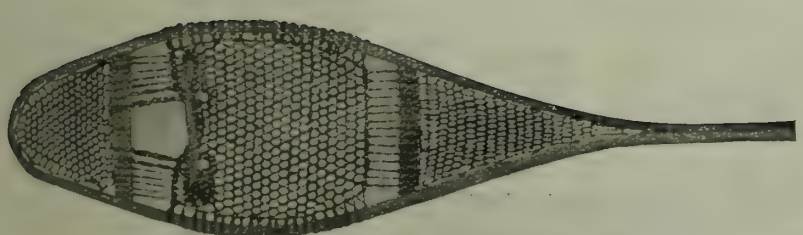
No.	Size	
32	9 x 29 in.	Children's Curved Toe, Wool Tufted



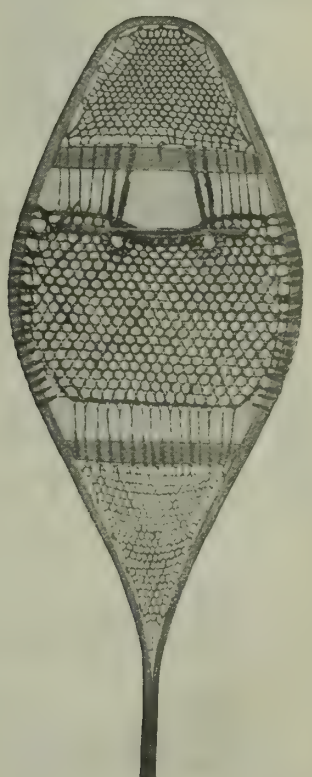
No.	Size	
31	10 x 33 in.	Girl's Curved Toe, Wool Tufted



No.	Size	
30	11½ x 36 in.	Woman's Curved Toe, Wool Tufted



No.	Size	
29.	12 x 42 in.	Men's Club, Curved Toe
28.	14 x 42 "	" "



No.	Size	
23	16 x 42 in.	Shanty, Straight Frame

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Opposite Union Station

We Ship Promptly

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Factory: Dufferin Street, Toronto

Our Prices Are Right

SEE THAT ALL **BUTT HINGES** YOU BUY

Bear the CRESCENT BRAND

Made in Bright Steel or Electro Plated

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SELL FAST DURING

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THEY YIELD A GOOD, QUICK PROFIT

No horse clipping machine ever made sells so fast or gives such good satisfaction as this

Stewart No. 1 Ball Bearing Machine

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Every machine sold under a positive guarantee that it must please your customer or money refunded, including transportation.

Your jobber has them. Write for free advertising matter.

Chicago Flexible Shaft Co., 250 Ontario St., Chicago

McDONALD ADJUSTABLE PIPE ELBOW PATTERN

(Patented in Canada and in the United States.)

THE machine illustrated in this circular is designed for laying out pipe elbow mitres. With it the mitre for any angle from zero to 90 degrees for an elbow in any number of pieces can be accurately determined in a few seconds without the use of drawings or sheet metal patterns. For example: If a pattern is desired for a 12-inch, two-piece, 60 degree angle elbow, proceed as follows: Place bevel on sector (see Fig. 1), follow up the vertical line of figures near the right edge of sector, until figure 12 is reached, which represents the diameter of the pipe; then follow the line leading from 12 until it intersects the bevel blade, which will indicate the Fig. 7. Now set the upright scales on the machine to Fig. 7 (see Fig. 2) which will adjust the flexible spline at the top of the machine to the exact mitre required for a 12-inch, two-piece, 60 degree elbow. If a different diameter of elbow is required, unclamp the screws on the horizontal bars (see Fig. 2) which makes it possible to adjust the machine to any desired diameter. Fig. 3 represents the machine when it is set for a 3-inch elbow. The size of the device when not in use is 7¼ inches wide by 18½ inches long. This device is bound to prove a time-saver in any establishment where a considerable number of elbows are made. Assuming a foreman's time to be worth 30 cents per hour, if he saves an average of ten minutes per day by using the adjustable pattern, he will have saved enough money in one year to pay over 100 per cent. interest on the investment represented by the purchase price of the machine. As a matter of fact, any practical sheet metal worker knows that this machine will often save hours per day rather than minutes. There is absolutely no trimming required when a mitre is made by the McDonald pattern. The McDonald Adjustable Pipe Elbow Pattern is guaranteed to do the work we say it will do, and to be strong and durable. With ordinary care it will last a lifetime.

The machine, as represented in this circular, is No. 1, and includes all diameters from 3 to 12 inches. Finished in dull nickel finish. Shipments made f.o.b. New Glasgow for Canadian orders, and Boston for United States orders. The McDonald Pipe Elbow Pattern can be supplied in larger sizes on special orders.

No. 2, including sizes from 6 to 18 inches.
No. 3, from 12 to 30 inches.

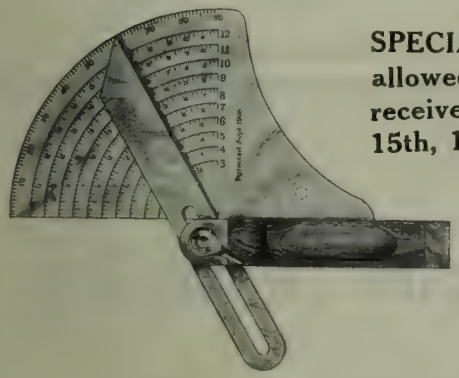


FIGURE 1

SPECIAL: 10% discount allowed on all orders received before February 15th, 1909.

AGENTS WANTED

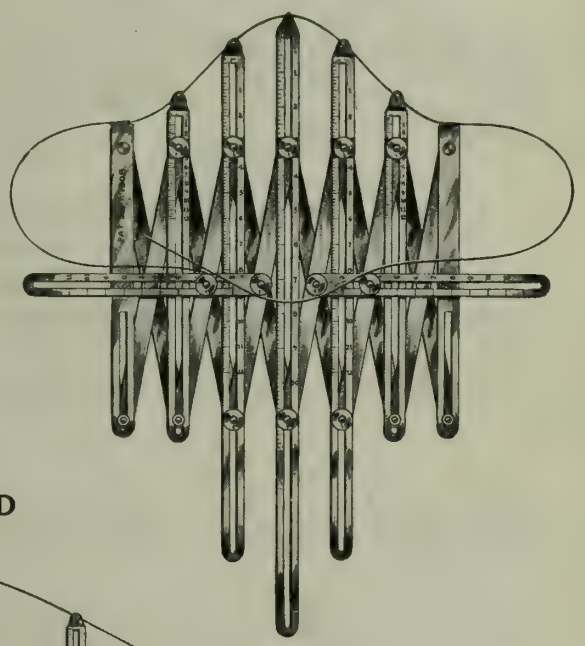


FIGURE 3

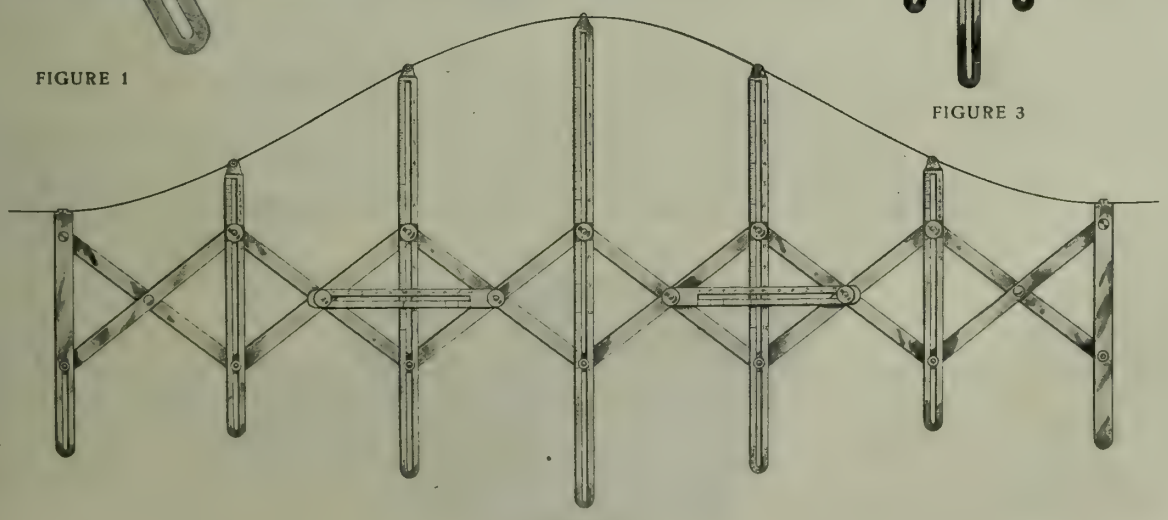


FIGURE 2

For price and fuller information regarding this machine write

W. H. JOHNSTON, New Glasgow, Nova Scotia, Canada

PALMER'S HAMMOCKS

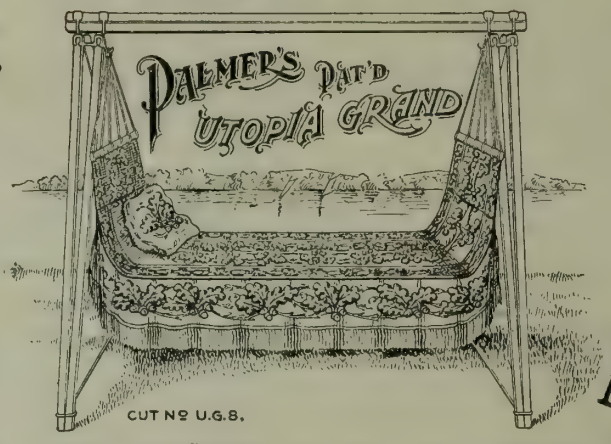
AND

ACCESSORIES

LARGEST

AND FINEST ASSORTMENT OF PATTERNS AND COLORS ON THE

MARKET



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LENO

7/4 AND 8/4

MADE IN NINE COLORS

ALSO

36 in. AND 40 in.

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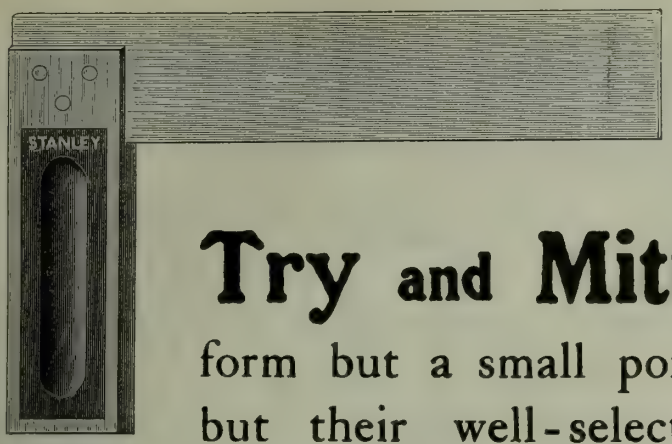
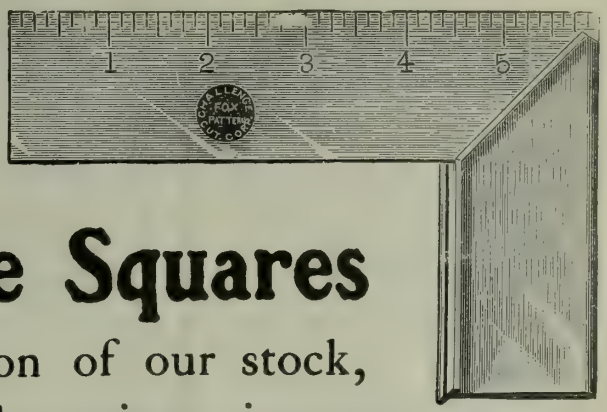
Never Fail to Please

H. W. NELSON & CO., Ltd., Toronto, Ont.



No. 10
Try Square



No. 2 Try and
Mitre Square

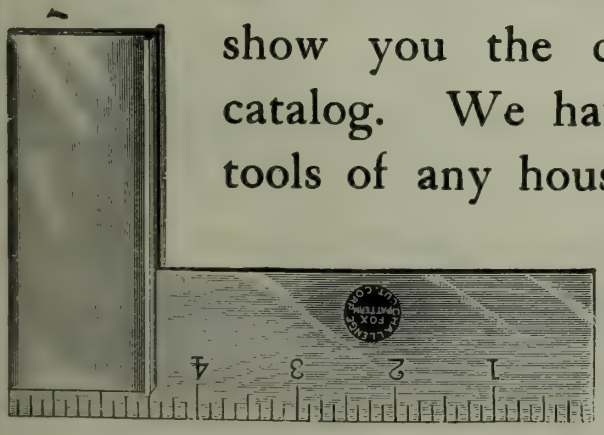
Try and Mitre Squares

form but a small portion of our stock, but their well-selected variety is an example of the care exercised by us in choosing the goods we offer you.

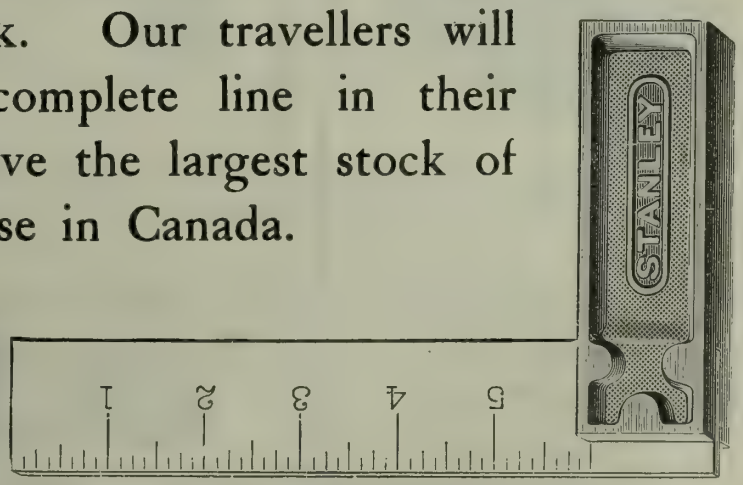
Our tool trade has always been especially satisfactory and it is due to the fact that we have the goods that sell and please.

We handle only tools that are well made, thoroughly tested, perfectly adapted to their intended use, and sell them under the maker's name and back up his reputation with our own.

The squares on this page are only a few of those we have in stock. Our travellers will show you the complete line in their catalog. We have the largest stock of tools of any house in Canada.



No. 1 Try Square



No. 12 Try Square

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BEAR TRADE MARK

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Only elbow holding in position without solder.

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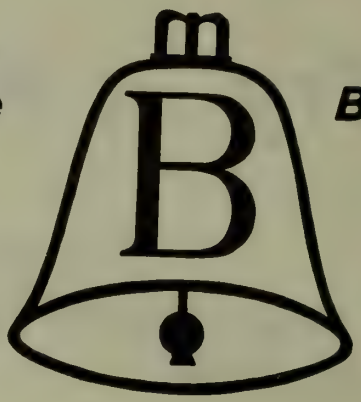
Belleville  Brand

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Made in the following sizes :

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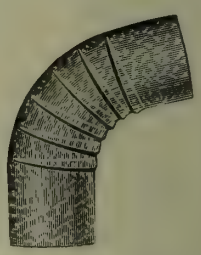

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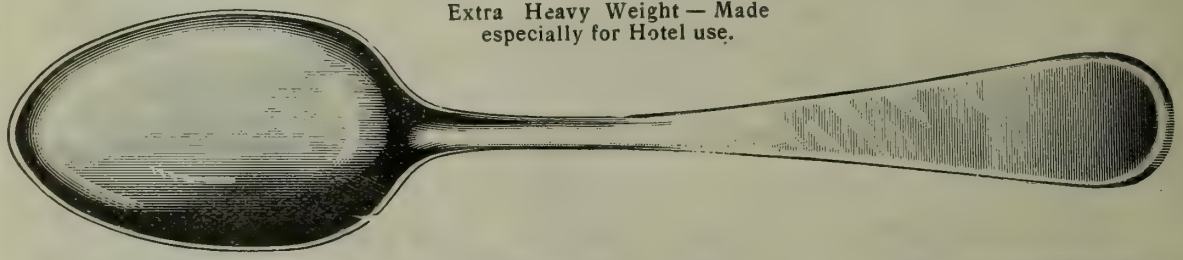

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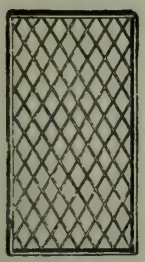

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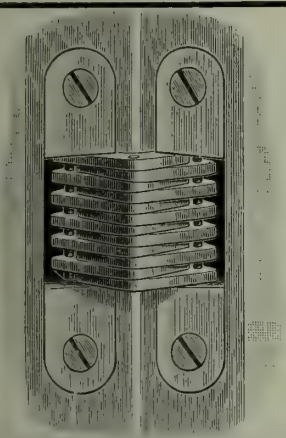

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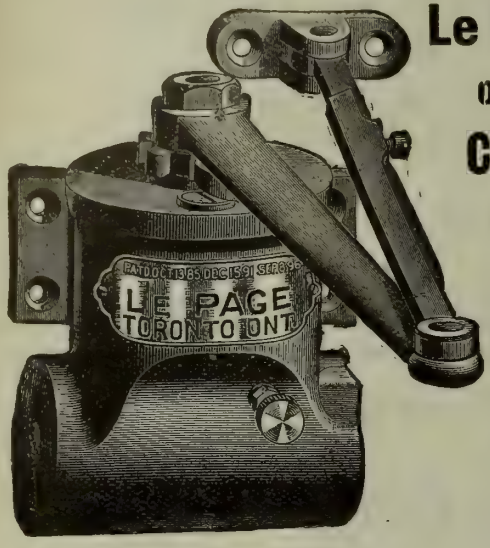

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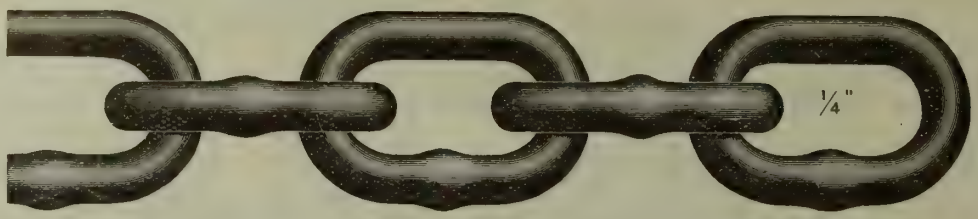

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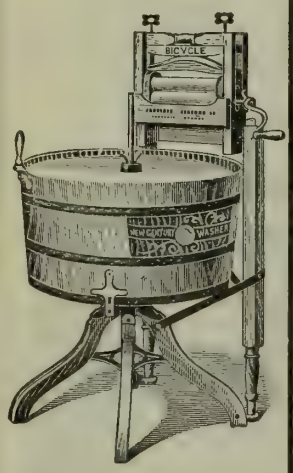

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To ensure prompt deliveries in the Spring, send in at an early date, your specifications for the above, with shipping instructions and we will do the rest.

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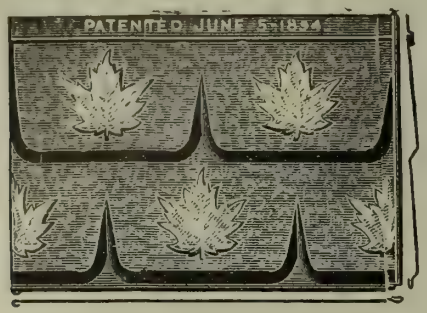

There are lots of barns to be re-roofed this fall, and the dealer who handles the right kind of roofing is going to get this business. Put yourself right with your customers by offering them the famous

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Every farmer knows about this lightning-proo weather-tight roofing. It is the oldest interlocking metal shingle on the market and is still the best. Get your prospects in line and then ask us for our assistance in closing the deals. Our traveling salesmen are at your disposal. "We work with the trade."

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NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

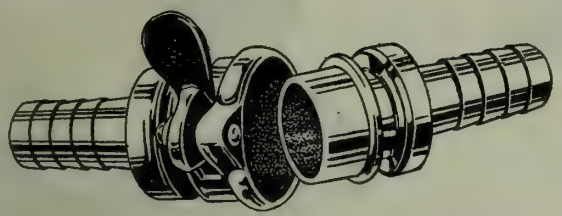
General Offices
43 EXCHANGE PLACE
NEW YORK CITY

When writing advertisers kindly mention having seen the advertisement in this paper.

Call On These :

Hotels, Cheese Factories, Livery Stables, Market Gardeners, Creameries, Canning Factories—every place where hose is used—and tell them about the

Time Saver Hose Coupler



It will save them time and trouble, because it is the only hose coupler that instantly makes a perfectly water-tight joint between hose and tap or two sections of hose.

Write For Price List.

THE **Time Saving Coupler Co.**
LIMITED

166 Bay Street, - TORONTO, CANADA

PADLOCKS

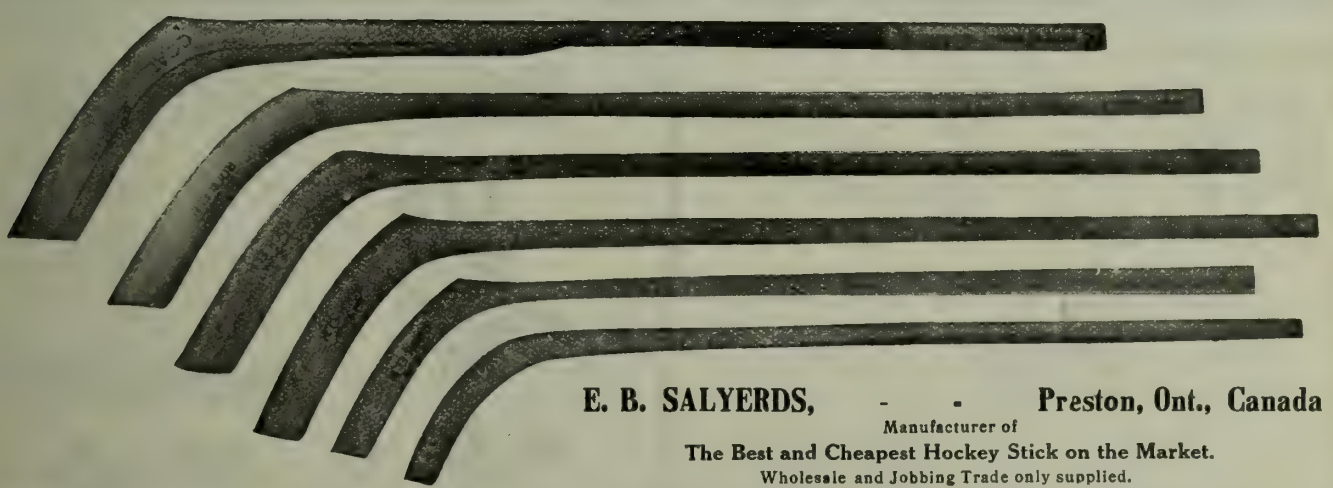
Here's another in Cast Bronze. This time one with Cylinder Pin Tumbler Mechanism, high grade in every respect, no two changes alike; that means security.

Glad to see Canada's making her Padlocks at last you say!

Show your practical appreciation by putting our make in stock now.

Ask Mr. Jobber for them, or write us for particulars.

Brass and Steel Goods,
Manufacturers Limited
Belleville, Ontario



E. B. SALYERDS, - - Preston, Ont., Canada
Manufacturer of
The Best and Cheapest Hockey Stick on the Market.
Wholesale and Jobbing Trade only supplied.

HAMILTON BRIDGE WORKS COMPANY, LTD.

Established 1872 at HAMILTON, CANADA.

BRIDGES — RAILWAY and HIGHWAY

STRUCTURAL STEEL

5000 Tons of Steel in Stock

—BEAMS, ANGLES, CHANNELS, PLATES, ETC.

Manufacturers of **Locomotive Turn Tables, Roofs, Steel Buildings, and Structural Iron Work of all descriptions**

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

DID YOU EVER MISS A SALE
Because You Didn't Have It in Stock?

THERE'S NO EXCUSE WITH A SALEABLE ARTICLE

LIKE PENBERTHY INJECTORS

THEY ARE NO DEAD STOCK ON YOUR SHELVES

BECAUSE

YOUR CUSTOMERS WILL DEMAND THEM.

We help you to sell **"PENBERTHY"** by advertising them to thousands of users everywhere. You get this benefit direct. We are going to keep right on advertising, too. We want everybody to know **"PENBERTHY."**

"STOCK THE GOODS THAT SELL"

MANUFACTURED BY

(GENUINE)

"They Always Work"

Penberthy Injector Co., Limited, Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

Why the "Galt Kind" Pays the Dealer——

The high quality of "Galt" Sheet Metal —its features of design and construction —has already established a reputation in every locality where it has been used. There is money in this reputation for the Hardware man who is introducing or selling Sheet Metal Building Goods.

1909 will certainly bring a big demand for Metal Roofing, Siding and Ceiling and Lath, for buildings being built or repaired. Our goods and our advertising make this a demand for the "Galt Kind." Get ready to supply it by asking us at once for catalog, prices and particulars of our proposition.

The Galt Art Metal Co., Ltd.

GALT, ONT.

"Nothing New Under the Sun"

A proverb which our latest catalogue has made sit up and take notice.

McDougall Pumps

are Standard Pumps. New styles are shown but the old quality still is to the fore.

"Aremacdee" is a guarantee

The R. McDOUGALL CO.

Galt, Canada LIMITED

DIRECTORY OF MANUFACTURERS

COLLECTING AGENCY.

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the bank and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Sons Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

CLIPPERS.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM-
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Wiebusch & Hilger, Limited, special New York representatives 106-110 Lafayette Street.

ELECTRIC DRY BATTERIES.

TRADE MARK

NINE LIVES

X CELLS are the only Dry Cells which show NINE LIVES.

You'll make money in handling them. All standard sizes.

Electrical Specialties, Limited
TORONTO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

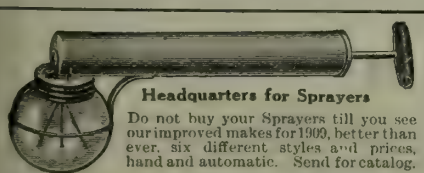
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALITIES.



Headquarters for Sprayers

Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.

Manufactured by
THE COLLINS MFG. CO., TORONTO.

STOVE BRICK.

Phone College 4877
JONES BROS.
302 Christie Street, Toronto
Stove Brick **Stove Castings**
Fire Clay **and Water Fronts**
Asbestos Cement
Brick for Fire Places

MANUFACTURERS' AGENTS.

COULSON AND BLAIKIE
Manufacturers' Agents
459 St. Paul Street : : Montreal

We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.

Our connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS

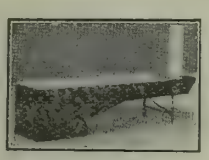
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed. Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

PHONE 159
P.O. BOX 257
SASKATOON,
Western Canada

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

MAPLE EVAPORATORS.



Maple Evaporators

A first-class evaporator that will make good — clear — the kind you like — maple syrup. The price is so low anyone can afford to buy.

Write us for Catalogue of Evaporators, Sap Buckets, Storage Tanks, Etc.

The Steel Trough & Mach. Co. Ltd.
Tweed, - Ontario

CARBON COPIES.

Are you using **"PLIC" BOOKS**

The up-to-date way of writing original and duplicate letters and orders at one operation on your own printed letter or note head. Nothing so quick and simple. Sample on request.

The CARTER-CRUME CO., Limited
445-447 King St. W., Toronto, Can.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

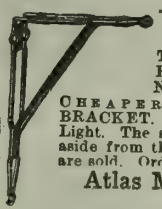
SNAPS.

"QUEEN" LOOP SNAP

Strong Durable

No. 900—Another addition to our line
COVERT MFG. CO., TROY, N.Y., U.S.A.

SHELF BRACKETS.

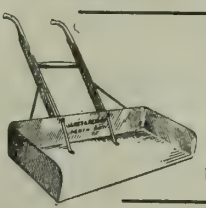


Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

SKATING RINK SCRAPERS.



SKATING RINK SCRAPERS

Will clean the ice off in half the time. Appreciated by rink managers everywhere.

JAMES & REID, Sole Mfrs.
Perth - - - Ont.

TOOLS.

ARMSTRONG PLANER TOOLS Are ALWAYS ready for use.
7 Sizes. Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave. Chicago, U.S.A.

ONE
with an assortment of Cutters
EQUAL A DOZEN FORCED TOOLS.

VENTILATORS.

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

CRESCENT WIRE AND IRON WORKS.
Kingston, - Ontario

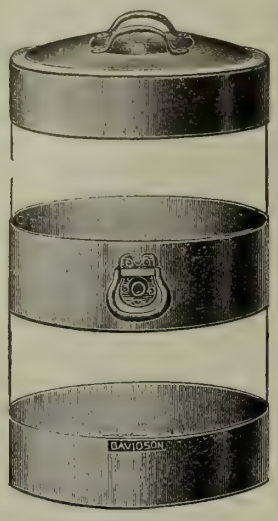
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards. Fencing and Railings.

PARTRIDGE & SONS, Proprietors.

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS, U.S.A.
GENERAL AND SPECIAL WIRE HARDWARE.
Write us for prices
New York Office, - 107 Chambers St

Davidson's Broad Hoop Roll Rim Bottom

Milk Can Trimmings



IN COMPLETE SETS

"Broad Hoop" Pattern—Composed of the following: 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 inches wide, 20 gauge, 1 Broad Hoop, 1 pair Cover Handles, 1 pair Side Handles.

Diagram showing how strongly our Roll Rims are constructed

A combination of strength and durability

Our bottoms have HEAVY ROUND ROLLED EDGES which make them doubly durable, and saves all wear and tear to Factory Floors and Waggons.

BOTTOMS ARE CONCAVE and drain to the centre, and are therefore easy to wash out.

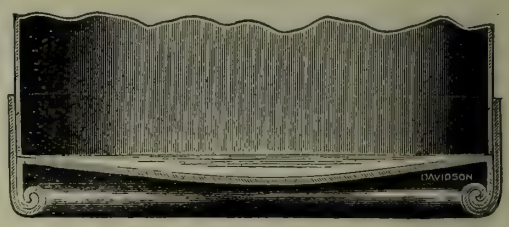
THEY DO NOT CORRODE like those which drain to the side.

OUR MILK CAN TRIMMINGS ARE UNEXCELLED for ease of making up, and our Patent Roll Rim Bottom makes a strong, neat and fitting completion to any milk can.

We also carry in stock Tinned Iron, cut to size for milk can bodies, which we can supply promptly.

Diagram showing how strongly our Roll Rim Bottoms are constructed

SEE HOW THE OUTER AND INNER RIMS ARE ROLLED IN AND THEN RIVETTED TO BOTTOM HOOP.



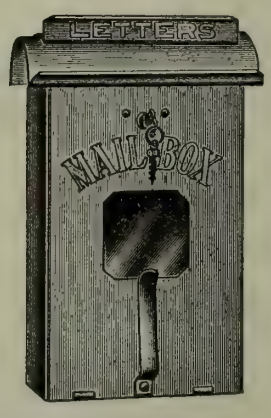
The Thos. Davidson Mfg. Co., Limited, Montreal and Winnipeg

A FULL LINE OF

20TH CENTURY

MAIL BOXES

No. 1



No. 2

No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

Disston Saws

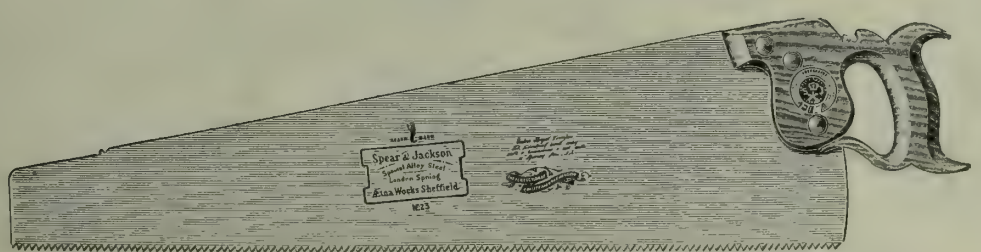
The largest Saw Manufacturing Plant in the World and its Trade Mark — EMBLEMATIC of the Principle upon which the High Reputation for Quality, Workmanship and Utility has been built.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

LOOK OUT!



¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

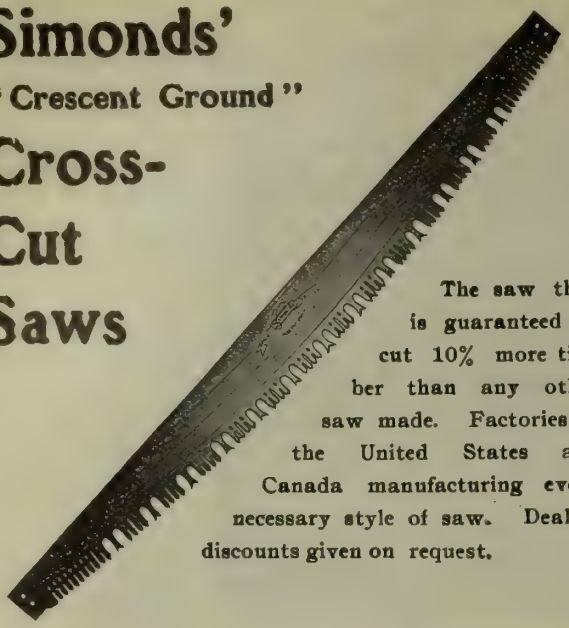
¶ There's "just a little something" in it which makes the difference your customers will notice.

SPEAR & JACKSON, LTD., SHEFFIELD.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Vancouver, B.C. St. John, N.B.

Bone Cutters

This is a favorite size. We make other sizes, from

Small Hand

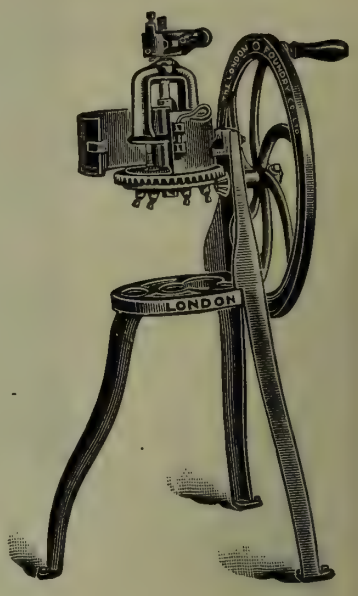
to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.

Send at once for catalogue and prices.



Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

SOO TOOLS ARE BEST

—

Peavies,
Cant Dogs,
Timber Carriers,
Pickaroons,
Hookaroons,
Etc.

GET OUR PRICES

HANDLES

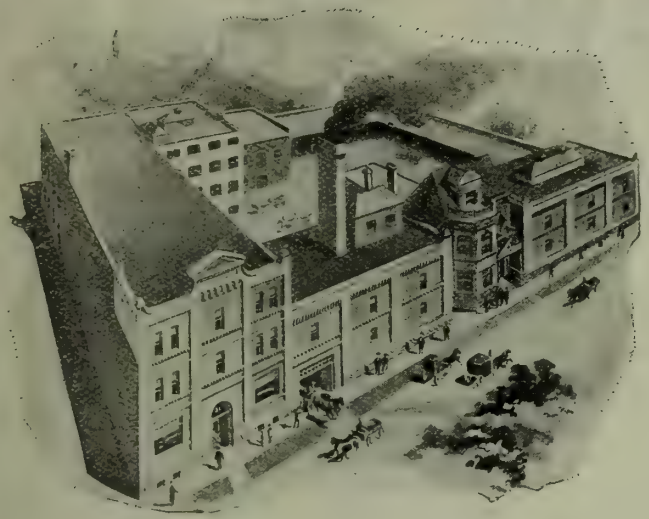
We manufacture the best handles, from splits, straight-grained select Rock Maple. Thousands of dozen in stock ready for shipment, all sizes. Also Hickory and Elm Handles.

MADE BY

CANADIAN LOGGING TOOL CO., Limited

SAULT STE. MARIE, - Ontario

Do Repeat Orders Pay?



LEADING HARDWARES

Have found **IT SO**

For all general Machine Bearings. It has no equal. You will find it the Best Seller you ever carried.

And it will bring Repeat Orders.

THE CANADA METAL CO., LIMITED, ***TORONTO, ONT.***

SOMETHING NEW IN FENCE

The "Leader" Woven Wire Fence does not bow or sag when erected. It is made of all No. 9 hard galvanized wire, with double-grip lock.

GATES, WIRE and FENCE SUPPLIES

Hardware Merchants wanted to handle our Good

LEADER FENCE

Frame & Hay Fence Co., Ltd., Stratford, Ont.

MARTIN'S
Low - Down - High

Store Ladders for busy merchants.
Store Ladders for conveying merchandise to the shelving.
Store Ladders for placing goods on the shelves.
Store Ladders for taking goods from the shelves.
Store Ladders for filling orders quickly.
Store Ladders for taking stock inventory.

Prices may be obtained from my Patent Attorney

EGERTON R. CASE, Temple Bldg., **Toronto**

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Tell Them You Saw it in Hardware and Metal.
The Advertiser Will Appreciate It.

IT WILL PAY YOU to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.

The New Way

You can remember
Even in recent years,
How buying was solely
A matter of the goods,
A wrangling o'er this point,
That point—nothing concrete
For your shrewd thought-scales
To weigh.

Mark you, we make
Our product as perfect
As products can be made.
The proof—sixty-one years
At it.
And on a larger scale each year.

But we don't forget
That claims of quality
Fly here and there
Without the kind of proof
We've just given.
Which puts it up to us
To show we have an
Argument there's no
A-getting round—
We mean our
Selling Aids.

Take, for example,
The "Samson" line
Of Milk Can Trimming
A line of goods that
Are very live just now
As far as retailers
Are concerned.

It simplifies the matter
When we say that
We Get the Patents
We Get the Machines
We Get the Men
We Be-Get the Goods.

It clinches the matter
When we say that
To these mighty strong points—
Made into one—
We place that name
"McClary's."
A name known o'er
This continent's top half
Because we've advertised it
With our dollars.
A name that sells goods repeatedly.

So when you buy
The "Samson" line
You do get goods
That have the merit—
All possible advantages,
All features,
All freedom from weak spots.
And to boot
The power of "McClary's"—
The name that makes the sale for you.

Is that not a plan
That appeals right readily:
"To save your selling time,
Quicken your profit-getting"—
Well, it strikes us as hard sense.

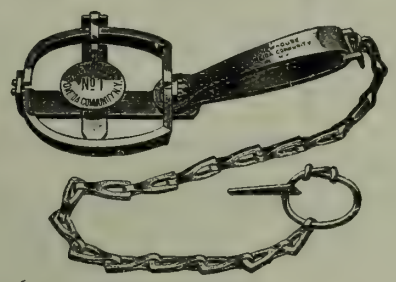
Now won't you
Button-hole our traveler
Re "Samson" Milk Can Trimmings —
The very F-I-R-S-T Line?

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary

FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **A Genuine Newhouse** trap will hold the game and earn its extra cost several times in a season.



NEWHOUSE STEEL TRAPS ARE ABSOLUTELY GUARANTEED

Made since 1848 by

Oneida Community, Limited

Write for Catalogue NIAGARA FALLS, ONT.

Atkins Silver Steel

Segment Ground

Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

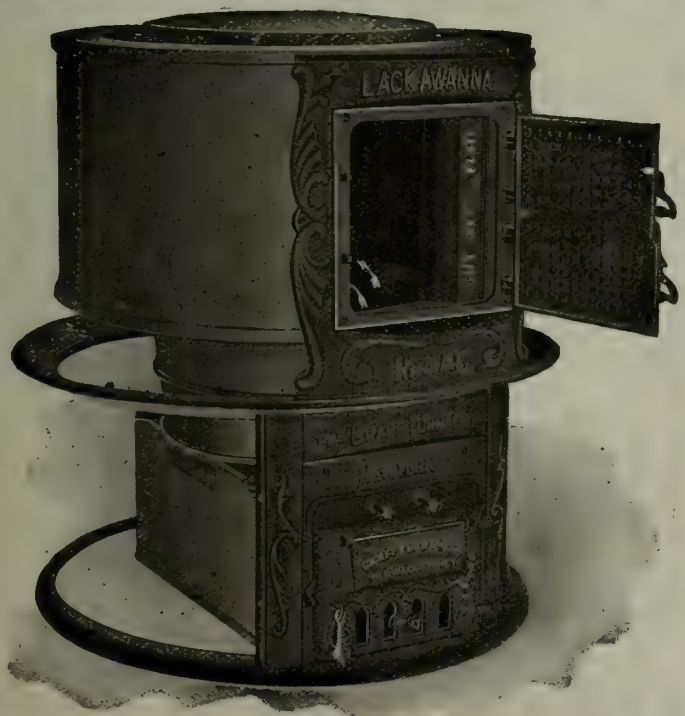
E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis

Radiating Surface is Extra Large

in the



Lackawanna Furnace

The flue in the Lackawanna is shaped like a horse-shoe and the air consequently passes up through the radiator as well as around it. Thus an unusually large surface is exposed to the products of combustion, resulting in great fuel economy. When hard coal is used a cut-off plate is inserted on one side of the flue, compelling all smoke and gases to pass entirely around the flue to the smoke collar in the side—avoiding all possibility of smoke and gases going around one side only as is often the case where the draft is expected to divide equally at the front and go both ways.

Write for illustrated circular

Butterworth & Co., Limited - - Ottawa, Ont.

Auto Spray

Compressed-Air Automatic

Best hand sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

CAVERS BROS.

Manufacturers, - GALT, Ont.

GALVANIZED SHEETS

"LABELLE"

THE MOST PERFECT AND SATISFACTORY SHEET ON THE MARKET TO-DAY.

Drummond, McCall & Co.

MONTREAL AND TORONTO

N. STAFFORD CO. EST. 1857

BURNING BRANDS, STENCILS, STEEL STAMPS & LETTERS, NAME PLATES, CHECK-BADGES

67 FULTON ST. NEW YORK.

TIME, TRADE and TOOL CHECKS

Any quantity. Low export prices Quick deliveries.

NAME and NUMBER PLATES, ENAMEL, GLASS and METAL LETTERS and FIGURES

We want the best Hardware Dealer in every Canadian town and city as our exclusive agent.

N. STAFFORD COMPANY

Established half a century.

67 Fulton St., New York

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company

10 Front Street East, TORONTO, CANADA

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Class and Flint Clothsand Papers, etc

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL.

Sticks Everything

But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO. WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street

MONTREAL

Write to-day, we need you and you need us.

Established 1820

F. JOYCE & CO., LTD., LONDON, ENG.

ears and Years of Work Towards Perfection

has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. ECONOMY IN MANUFACTURE, the sifted experience of generations enables us to lay down at your store CARTRIDGES that give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER

WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

To a BRAINY man of business sense, that settles all argument.

MADE FOR ALL STANDARD GUNS

J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

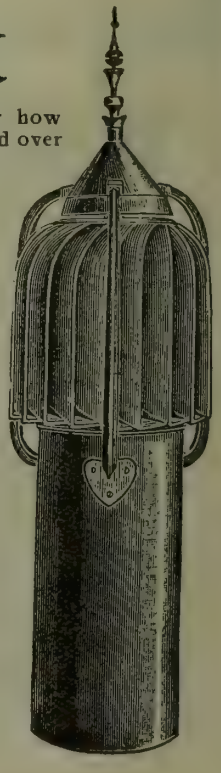
For F. JOYCE & CO., LONDON, ENG.

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



Aeolian Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory.

Yours truly,
E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

THE J. W. HARRIS CO., LIMITED

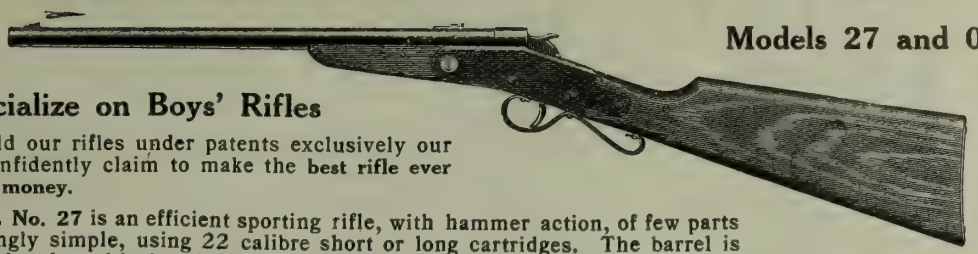
General Contractors and Manufacturers

MONTREAL

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

LOW PRICES HIGH QUALITY NO DUTY

These are the three advantages which the Canadian hardware trade are offered by us. Why pay duty on imported abrasive goods? Our **Emery and Corundum Scythe Stones,** Razor Hones, Knife Sharpeners, Axe and Slip Stones, Grinding Wheels, etc., are the best made.

Catalogue SentonRequest

CANADIAN HART WHEELS, Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders, Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED

LONDON, ONTARIO

Buy the Best.

HERCULES

Sash Cord

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

See Them

REGISTERED W TRUE TRADE MARK

Our sales in **RAZORS,** Nos. 1907, 2098 and 0622, during the past six months have increased over 48 per cent. That's going some. Every razor fully warranted.

Our **POCKET KNIVES** are constantly increasing in the popular trade, and every knife guaranteed by us.

Our **SCISSORS** are made of best shear steel. We carry full range of sizes, and are not excelled. We are also showing a fine range of Scissors in cases—both gilt and nickel—in the finest leather cases.

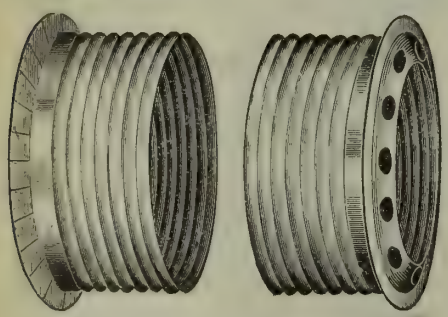
Our travellers are now out. Kindly inspect our samples.

SEE THEM

E. F. WALTER & CO.

166-168 McGill St., Montreal

O.K. Adjustable Thimbles



are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

METAL SHINGLE AND SIDING CO., Limited

PRESTON and MONTREAL

Gray's Perfect

Blue Print Patterns

For Sheet Metal Work

The growing demand for these patterns proves their accuracy and time-saving features. They are made full size, on heavy blue print paper. The largest patterns can be transferred on metal in *two* minutes.

ELBOW PATTERNS

Made in two sets.

SET A—Comprising 80 patterns, developed on a sheet of 24x68 inches sizes ranging from 1 to 20 inches, in two, three, four and five pieces. Price, $1.50

SET B—Comprising 80 patterns, developed on a sheet of 24x68 inches, sizes ranging from 20 to 40 inches. Price, $1.50

SETS A and B together, 160 patterns, with chart showing all the angles and degrees of same. Price - - $3.00

Information regarding Skylight Patterns, Metal Window Patterns and Miscellaneous Patterns will be given on application to

TECHNICAL BOOKS
10 Front St. East Toronto

THE ROOFING, CORNICE AND SKYLIGHT MANUAL

The Book consists of three articles:

TIN ROOFING—The Roofing Bench, Putting Tin Together, Soldering, Flat Seam Roofing, Standing Seam Roofing.

CORNICE WORK—Equipment of Country Cornice Shop, Taking Measurements and Making Patterns, Cutting Cornice Miters, Attachment of Eave Troughs to Roofs of different kinds, Manufacture of Round and Square Leaders and Making Simple Ornaments.

SKYLIGHT CONSTRUCTION—Ground Plan and Elevation of Skylight; Plan of Top Miters; Development of Curb, Ridge and Cap Miters; Pattern for Common Bar, Hip Bar and Jack Bars.

175 Pages 170 Illustrations, 13 Plates

Price $1.50 Postpaid

TECHNICAL BOOKS,
10 Front St., East, - Toronto

When writing advertisers kindly mention having seen the advertisement in this paper.

Baby Knife Switch No. 1439A

Baby Knife Switch

Our No. 1439A

15 amp., 125 volts : : : Complies absolutely with underwriters' rules

NOTE—Double spring contact, and method of securing the contacts to base by means of a slot in the porcelain and retaining screws.

NOTE—Appearance and design. And the price is RIGHT.

The R. E. T. Pringle Company, Limited

MONTREAL WINNIPEG

Hardware Window Dressing

For years we have been receiving inquiries for a book on Hardware Window Dressing, as experience has shown that good window displays increase business. Only a few weeks ago this book was placed on the market. Since that time it has had an immense sale—many orders were waiting for it before it came off the press. It illustrates and explains how hardware windows may be dressed to the best advantage—how they may be made to SELL GOODS.

256 pages with 200 illustrations with full working descriptions.
A PAYING INVESTMENT FOR HARDWARE MERCHANTS.
Price $2.50, Postpaid

TECHNICAL BOOKS

10 Front St. East - - - - Toronto

ACME FLEXIBLE STEEL MATS

MATS SPECIALLY MADE TO FIT ELEVATORS and ENTRANCES.

Prominent features of ACME MATS:

Manufactured of best strip steel, which insures strength and durability. Galvanized finish, which insures non-rustability and attractiveness. Flexibility, which insures convenience. Mesh of special design, which insures self-cleaning and a sanitary condition.

PAT. NOV. 3, 1903.

Manufactured by the

ACME STEEL GOODS CO., A good line for hardware jobbers and dealer

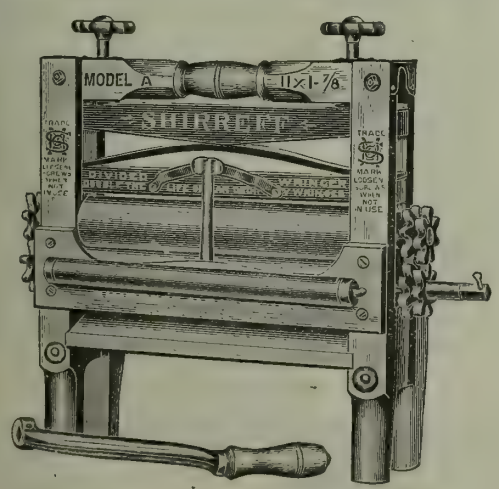
CHICAGO—2834-40 Archer Ave. NEW YORK—28 Elm Street.

See the Dividing Bar?

That's where Shirreff's Divided Wringer differs from ordinary wringers. It causes the rubber rollers to wear evenly all the way along instead of wearing in the centre only—Result,

Shirreff's Divided Wringer

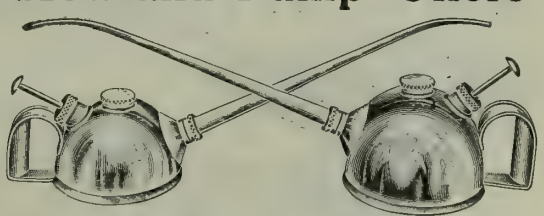
has double the life of an ordinary wringer.

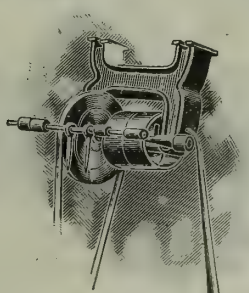


Write To-day for Price List

THE SHIRREFF MANUFACTURING COMPANY
Limited
Brockville, - Ontario

Howland Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

THE AYLMER

UNION SCALE

(Capacity, half-ounce to 240 pounds.)

THE BEST OF ITS KIND ON THE MARKET

This is an article no man should be without.

"AYLMER" on a scale means **quality**, the same as it does on a pump. All good customers demand quality, therefore handle Aylmer Pumps and Scales.

The Aylmer Pump and Scale Co., Ltd.

Aylmer, Ont.

WESTERN REPRESENTATIVES: The Ontario Wind Engine & Pump Co. Winnipeg, Man.

A Good Talking Point

THERE'S SOMETHING DIFFERENT ABOUT THE

DILLON HINGE STAY FIELD FENCE

Note the way the man on the fence bends the strand wires at *the hinges only*. Remove the weight and the wires spring right back to the horizontal. The Dillon is the only fence embracing this hinge-stay principle.

WRITE FOR CATALOGUE

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

WE
SOLICIT
YOUR ENQUIRIES FOR

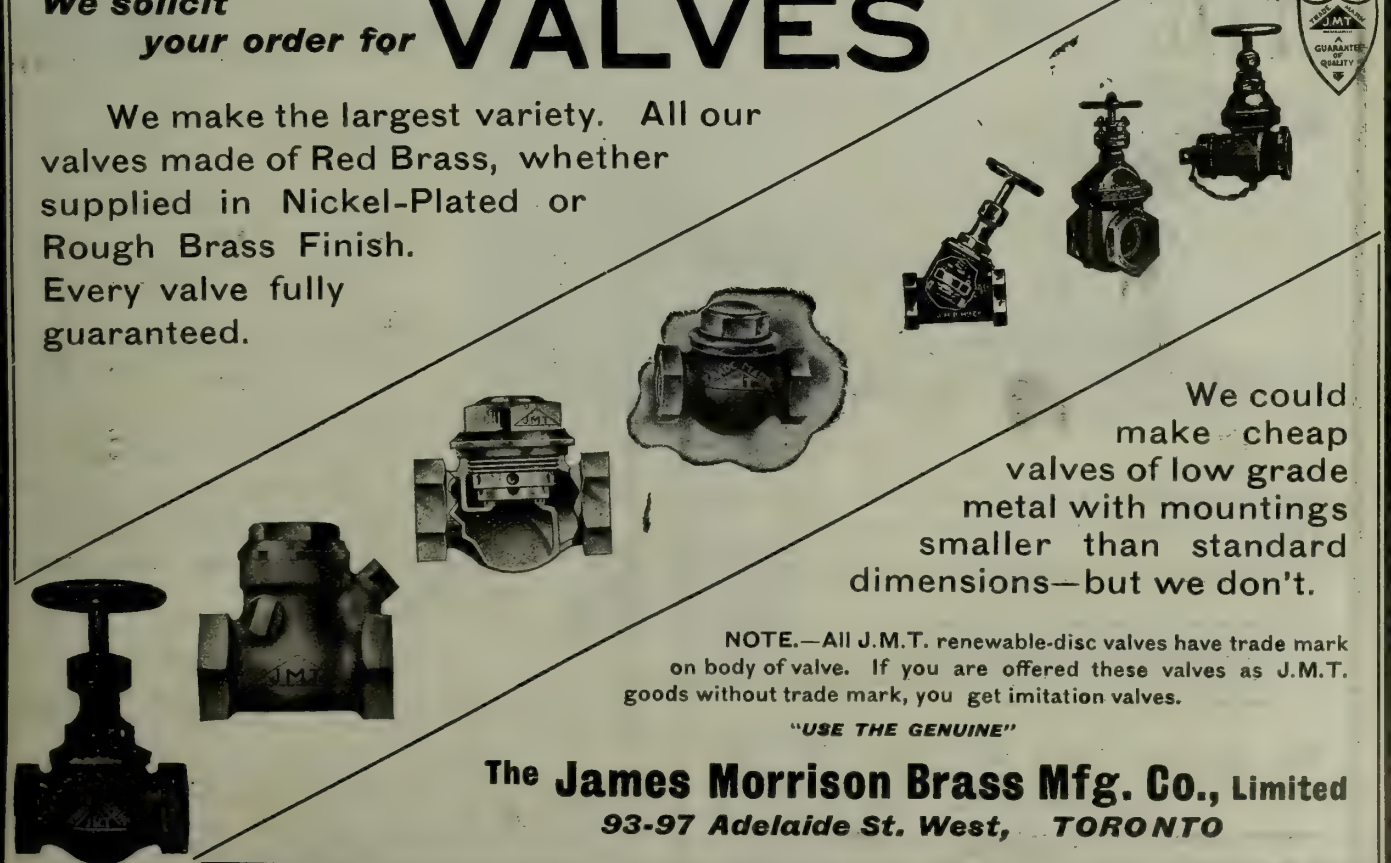
STEEL
OR
WIRE

We make over one thousand commodities from steel and wire, which does not permit us to specialize in advertising. Your enquiries will always have our immediate attention.

United States Steel Products Export Co.
Montreal

We solicit your order for **VALVES**

We make the largest variety. All our valves made of Red Brass, whether supplied in Nickel-Plated or Rough Brass Finish. Every valve fully guaranteed.

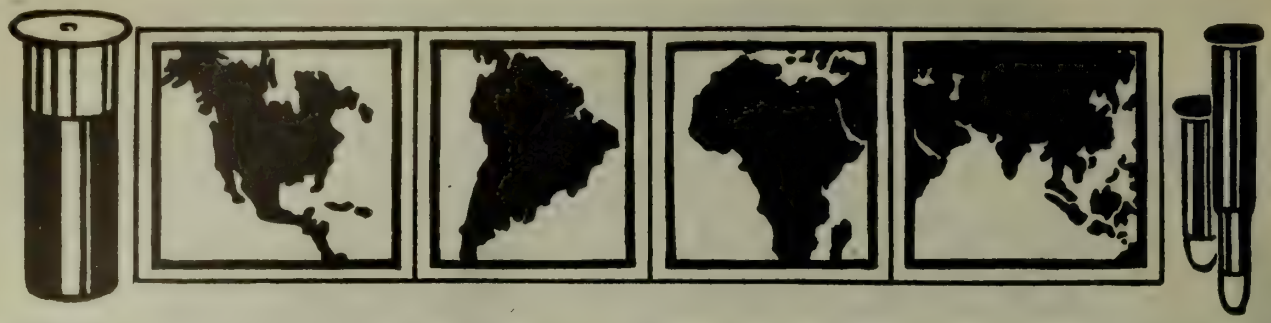


We could make cheap valves of low grade metal with mountings smaller than standard dimensions—but we don't.

NOTE.—All J.M.T. renewable-disc valves have trade mark on body of valve. If you are offered these valves as J.M.T. goods without trade mark, you get imitation valves.

"USE THE GENUINE"

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West, TORONTO



BEHIND EVERY SUCCESS IS A PURPOSE. Ours is to make the best ammunition in the world. Yours is to sell the best ammunition.

Our purpose reaches across the Atlantic to get the finest smokeless powders made. We will go to the ends of the earth to get the best metal, paper, ingredients, machinery and experts.

You have only to reach to us, to sell the best ammunition. Your success is worth a post card.

Cartridges of every size, for every make of arm. The four famous, perfect shells.

DOMINION CARTRIDGES (Sure Fire)

Regal Shells	Imperial Shells	Sovereign Shells	Crown Shells
(Ballistite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

Kemp's New Cold Blast 1909 Lantern

SUPPLIED IN

Bright Tin

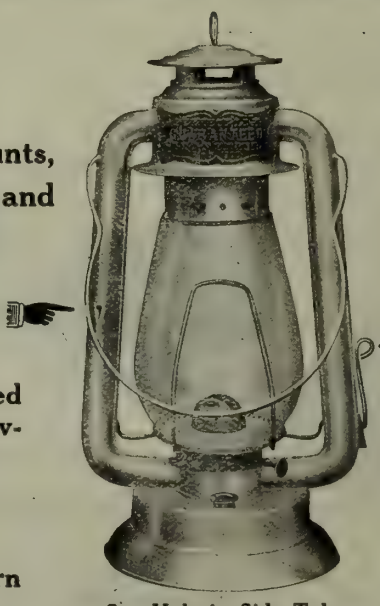
Japanned with Lacquered Founts,
Japanned with Brass Founts, and
Japanned with Dash Board.

All Lanterns are fitted with new extinguishing device

Can be filled, lighted, regulated and extinguished without removing the globe.

Standard size for kerosene.

Fount holds sufficient oil to burn 19 hours.



See Hole in Side Tube

FITTED WITH

No. 2 Burner
1 Inch Wick
No. 2 Globe

SIDE LIFT

The simple lever or crank on the side tube raises the globe to light, and locks the globe down to burner.

Packed in cases of one dozen.

PRICES ON APPLICATION

KEMP MANUFACTURING COMPANY, Cor. Gerrard and River Streets, Toronto, Canada

THE KEMP MFG. & METAL CO., Ltd., 111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL, 39 St. Antoine St., Montreal, Que.

How a Hardware Clerk Reached the Top

The Stirring Career of Walter H. Cottingham, Who Has Just been Elected President of the Entire Sherwin-Williams' Organization—Characteristics of a Prominent Canadian, Now One of the Foremost Figures in the Great Industrial World—A Record of Inspiration and Enthusiasm.

The story of how men in any enterprise climb the ladder of success is always instructive and inspiring. It is full of human interest that quality which arouses the indifferent to action, the struggling to renewed effort, and the successful to greater achievements.

Not very many years ago Walter H. Cottingham was weighing putty and nails in the retail hardware store of McKee & Davidson, in Peterboro; a few days ago he was elected president of the entire Sherwin-Williams' organization, one of the greatest business concerns on the globe. At fifteen years a junior clerk; at forty-three occupying the highest office that the directors of an establishment which ranks foremost in the paint and varnish world of two countries, can bestow.

How did he rise? He had no influential friends, wealthy relatives or other levers sometimes used to give men a lift, and Walter H. Cottingham is a Canadian, of whom his countrymen are proud. As a boy he possessed enthusiasm and the ability to see the essential things in whatever he undertook. He had the gift of imagination. The most renowned leaders in any line of endeavor have been visionaries, and Mr. Cottingham always dreamed of future prominence and power with all the enthusiasm of youth. To-day he pays tribute to imagination as an integral element of success. "Factories of air must precede factories of brick and warehouses exist first in the imagination" is one of his business maxims. He has traveled the rough road to eminence alone and is a splendid example of that class who always excel the self-made man. He believes there are two things which largely determine a man's success in business—his knowledge of his own business and an intimate acquaintance with human nature.

The little village of Omemee, a few miles north of Peterboro, was his birth place. His first job was with the hardware store in Peterboro where he spent one year, after which he was attracted to Montreal with its greater field of operation. It was during the first five years of his residence in that city, working with a commission merchant in hardware and paints, that he gained preliminary knowledge of the paint business and its great possibilities, as well as his comprehension of human nature.

In 1887, Mr. Cottingham launched out in the troubled sea of commerce as an independent maker of gold paint and other specialties. So modest and unostentatious was this undertaking that scarcely a ripple was raised on the commercial ocean. Failure and shipwreck were predicted for him and his enterprise. He received lots of advice, by far the larger part of which was to stay on shore where it was at least safe. Columbus got the same advice continuously from the day he stood the egg on end until he picked up the seaweed floating off the American shore. In the new firm Mr. Cottingham was manufacturer, salesman, buyer and most of the incidental positions that go to make up the staff of a manufacturing concern. But he wasn't so poorly equipped as a casual glance at his establishment or a Dun report would have one believe. He made his own paint; he knew what was in it, and, consequently, could sell it without misgivings. His stock of enthusiasm was inexhaustible, and his faith in himself and his proposition strong and unwavering.

Walter H. Cottingham in his Office.

At the age of 25 years (1891) Mr. Cottingham was a miniature captain of industry. The following list of industries in which he was at that time interested will show what good use he made of his time. He was proprietor of Walter H. Cottingham & Co., makers of paints and varnishes; senior partner of Cottingham, Robertson & Co., package dyes and dye stuffs; proprietor of the Windsor Chemical Co., makers of gold paint and gold specialties; proprietor of the St. Lawrence Canoe & Boat Co., makers of and dealers in canoes, boats and fittings; director of the Non-Chemical Laundry Co. It then occurred to him that he was getting his eggs distributed in too many baskets, so he gathered them all into one basket and devoted his energy to watching that basket. He saw the increasing demand for paint and varnish, so the Walter H. Cottingham Co. grew and flourished under his now focused attention. They secured selling agencies for the leading English and American paint and varnish makers, among them the Sherwin-Williams Co. This arrangement had not been long in force before the energetic manager saw the opening for the manufacturer in Canada of high-grade goods, and following up this idea he induced the Sherwin-Williams Co. to join with him in manufacturing their goods in Canada. The firm name was now changed to Walter H. Cottingham Co., Limited, and a subsidiary company was organized for the manufacture of varnish, it being called the Cottingham Varnish Co. The goods, which, under his new arrangement he had undertaken to make and sell were the highest priced in the United States, and higher than any other brand sold in Canada. The outlook

was not bright to any save the proprietor. As his goods were higher priced than others the question of high cost was an obstacle to be surmounted, and he and the few travelers which he had gathered around him tackled it with so great avidity and enthusiasm that, at the end of a few years, that obstacle no longer existed. He talked to his small force as he still does to the 250 salesmen now in his charge, with such a warmth of enthusiasm and optimism that they became more capable travelers and better men. Mr. Cottingham imparts enthusiasm to others as the sun warms that which it shines on. Roads that look steep, hazardous and absolutely impassable, lose their terror after a five-minute talk with him. The angle of vision changes and barriers that appeared to be made of stone turn out to be only "near-stone" and not in the least formidable.

In 1896 the Walter H. Cottingham and the Cottingham Varnish Companies were merged with the Sherwin-Williams Co., and they had by this time become such important factors in the Canadian paint and varnish market, that under the new arrangement, the proprietor was made a director of the Sherwin-Williams Co. and manager of the Canadian business. In this capacity Mr. Cottingham displayed the keen business acumen and power of organization that marked him as a general of commerce. He immediately attracted and held the attention of the home office at Cleveland, and, when the business demanded a man who could properly guide and aid its further growth, all eyes were turned to Montreal. In 1898 Mr. Cottingham was appointed to the general managership of the entire company, to which, in 1903, was added the title and responsibilities of vice-president. A few days ago, at a meeting of the directors held in Cleveland, he was appointed president of the entire Sherwin-Williams' organization, both in the United States and Canada, Mr. Williams retiring from the presidency and being made chairman of the board.

During the 12 years which Mr. Cottingham has guided the destinies of the Sherwin-Williams Co. their operations have largely increased, and he, while still a young man, has the gratification of knowing that the reputation and sales of his company are yearly growing under his guidance.

If there is one characteristic of Mr. Cottingham that stands out above the others, it is his great personal enthusiasm and power of imparting it to others. In this enormous business, whose field is practically the world, it is necessary that organization and economies be thoroughly understood and applied, but the growth and general health of the business is largely a matter of enthusiasm. This and the habit of concentration are the two chief forces which have brought Mr. Cottingham into a place of prominence and responsibility which resembles in all respects the one he had in mind when wrapping nails into neat bundles or measuring out putty in Peterboro in 1881.

Mr. Cottingham's love and admiration for his native land has not diminished during his stay across the imaginary line. He still holds his Canadian citizenship among the greatest of his possessions and derives the keenest pleasure in furthering the Sherwin-Williams Co.'s business in Canada. The Montreal plant is but one of many of his charges, but Mr. Cottingham considers it more than any other branch of his business the child of his own brain and activity.

It may be mentioned that when Mr. Cottingham began business in Montreal nearly twenty years ago, he gave an order for advertising to Hardware and Metal, and the advertising has never been out of the paper in all these years. Not only that, but on several occasions since he has taken up his residence in the United States, in addressing organizations and business gatherings, he has drawn special attention to Hardware and Metal as an excellent example of what a business man's paper should be in educating not only the retail merchants but the wholesalers and manufacturers to better methods and higher standards in the building up of business.

Mr. Cottingham left Cleveland this week, taking passage on the Teutonic for England, where he will visit the London factories and offices of the Sherwin-Williams Company.

Quebec Firm's Twentieth Anniversary

Mechanics' Supply Co. Entertain Their Customers and the General Public—Dinner to Employes Follows An Inspection of the Various Departments.

An event of unique character took place at Quebec on Saturday, Jan. 4, when W. H. Wiggs, the proprietor of the Mechanics' Supply Co., held a reception between the hours of 3 and 6 o'clock. The guests were received by Mr. Wiggs, assisted by Guy H. Simpson, manager, and the various heads of the several departments, including W. C. Teakle, of the office staff; Walter Wilkinson, of the mechanical department; Allan Wyse, of the electrical department, and Capt. Arthur Evanturel of the heating department.

During the afternoon an orchestra rendered a choice selection of music, and refreshments were also served throughout the afternoon.

The reception was held to mark the twentieth anniversary of the foundation of the business by its present proprietor, under whose direction it has steadily expanded until to-day it is one of the most modern enterprises in its field in the whole Dominion.

As the guests were conducted through the different departments by the members of the staff, who pointed out the utility of the various articles. The electrical department in particular claimed attention, where the latest lighting appliances and novelties of this electrical age were represented.

Another department which drew forth admiration by its richness and beauty was a suite of bath rooms, finished in quartered oak and marble. The stove and mantel rooms also attracted considerable attention. The company's stock is carried in the main building and two big warehouses connected with it, the stock comprising a full line of light and heavy hardware, machines, engines, heating and lighting supplies. The appointments and finish of the building, the provisions made for the

Mechanics' Supply Co.'s Store Building at Quebec.

comfort of employees and patrons, and the modern methods, conveniences and system adopted to carry on expeditiously and accurately the large business are thoroughly modern.

After the reception the members of the staff were entertained at dinner by Mr. Wiggs, when a very pleasant time was had.

After the usual toast to the King, the health of their host and hostess, accompanied with the names of Mr. and Mrs. Simpson, was proposed. Mr. Wiggs replied in a very feeling manner and gave some reminiscences of his long and happy connection with the hardware trade of Quebec.

Allan Wyse replied to the toast of the Ladies, after which Capt. Arthur Evanturel, one of the oldest employees of the company proposed the toast of the evening, the Mechanics' Supply Company, in which he stated that it gave him great pleasure to attest to the friendly treatment accorded at all times to the employees by Mr. Wiggs, and the example he set them.

Mr. Wiggs replied in French, thanking the other heads of the various departments and saying how essential it was to the success of the firm that everyone contribute their best efforts and thus mutually add to their own welfare.

There were also speeches by Mr. Simpson and by other leading members of the staff. At the conclusion of the dinner Mr. Wiggs showed some splendid lantern travel views. The whole event will be remembered as one of the red-letter happenings in the history of the company.

W. H. WIGGS, QUEBEC.

authorities on a Canadian liner from Halifax, with the result that it took the correspondence from ten to twelve days to arrive at its destination.

George Ross, chief post office superintendent, spoken to about the matter, said one or two specific instances of delayed letters might arise at any time, but all mail matter marked via New York certainly went that way, in fact, all Old Country letters were despatched by the swiftest route possible. The post office employes made a thorough study of the hour of sailing of each ship, her average speed, the number of days usually required for her to cross, etc. All mail went by the quickest route, and everything, particularly in the winter time, was forwarded by New York rather than from Halifax, unless a very slow vessel was leaving the metropolis, and a Canadian leviathan would beat her out.

The Old Country mail sent almost daily from Toronto, alone weighs from 800 to 1,000 pounds, and unless a letter or packet was marked especially to go by a Canadian steamer, all matter was hurried forward by the speediest possible course. This rule, Mr. Ross declared, was invariably followed, and, if any merchant or manufacturer would furnish a concrete example of undue detention, he would have the complaint fully investigated.

Group of Staff of the Mechanics' Supply Co., Quebec.

OLD COUNTRY MAIL DELAYED.

Some complaints have reached Hardware and Metal from manufacturers and business men to the effect that mail matter for England marked via New York was evidently sent by the postal

NOTES.

Wm. McQueen, city clerk of Vancouver, will receive tenders for waterworks supplies—brass work, galvanized iron pipe and lead pipe—for 1909 up to February 10.

You've got to know your business to know how to sell. You'll always find this knowing how is the greatest thing in the world. It's not alone in the dollars that it puts in the till—in the bonds that it stacks up for you in the vault that it counts—it's in the splendid, superb, magnificent, deep-down satisfaction that it gives you when you do a thing and do it right. That's where know-how is greatest—and where it pays best.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

ONTARIO CONVENTION PROGRAM.

Tuesday, Feb. 9.

10.30 a.m.—Executive Committee meeting.

2.30 p.m.—Convention (business session).

8.00 p.m.—Convention addresses by R. R. Williams, hardware editor Iron Age, New York, and Robert Munro, Montreal, followed by "Question Box" discussion.

Wednesday, Feb. 10.

9.00 a.m.—Visit Greening Wire and Canada Screw factories.

1.30 p.m.—Convention (business session.)

8.00 p.m.—Complimentary banquet tendered by hardware jobbers and hardware manufacturers of Hamilton.

Thursday, Feb. 11.

9.00 a.m.—Visit Canadian Shovel, Canada Steel Goods and Canadian Drawn Steel factories.

1.30 p.m.—Convention (open to travelers, etc.) Short addresses by C. C. Ballantyne, Montreal; A. A. Briggs, London, and others, followed by "Question Box" discussion.

8.00 p.m.—Complimentary theatre party, tendered by hardware jobbers and manufacturers of Hamilton.

Friday, Feb. 12.

Hamilton manufacturers invite visiting retailers to visit the blast furnace and other hardware and kindred industries.

ATTENDANCE WILL BE LARGE.

From all parts of Ontario reports are coming that hardwaremen are preparing to attend the Hamilton convention on Feb. 9, 10 and 11, and many new members are enrolling so that they will not have to go through this formality after they arrive at Hamilton. This should be generally done in order to avoid delay as the officers will be busy men at the convention and will not have much time to spare for answering questions or doing work which ought to have been done beforehand.

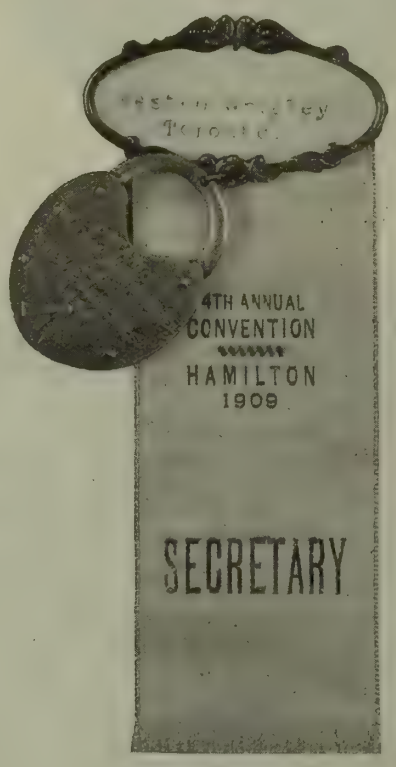
"I shall endeavor to make it convenient to attend. The subjects as outlined, if properly discussed, should be of advantage to all who attend," writes M. S. Madole, Napanee.

"Last year it was impossible for me to attend and I felt as though I had lost something that could not be found. This year I purpose making everything give way for those three days at Hamilton," is how M. W. Howell, Goderich, expresses himself.

And similar letters from the Ottawa River district, from New Ontario, from the Niagara and Bruce Peninsulas indicate that the secretary was right in laying in an extra supply of badges and preparing for at least two hundred visitors.

The badge, as will be seen from the illustration, is a handsome one, besides providing a means of identification and enabling each delegate to introduce himself to any other he may desire to meet.

The printing of names on the badges will entail considerable labor, however, and hardwaremen planning to attend the convention should forward the name of the member of their firm who will represent them at the convention. If the membership fee of $3 is forwarded with the delegates' name to the secretary before the convention, delay in having the name printed on the badge will be avoided.



The Convention Badge.

In every respect this convention will be greater than anything yet held in connection with the hardware trade in Canada, and this means a lot of work for the executive officers, none of whom are salaried officials. If every member does what he can to make the work easy and to make the convention successful and profitable to the members it is safe to predict that Hamilton will be a green spot in the memory of Ontario hardwaremen for many years to come.

The Hamilton jobbers and manufacturers aren't saying much, but they are sawing wood and the entertainment of the delegates will be in the hands of men who have a record for hospitality.

Let every one who plans to go to Hamilton do some thinking beforehand. Is there any question to put in the "Question box?" Can any suggestion be made to make the Association more helpful to the trade. Think over this and then send the secretary the membership fee and the name to print on the badge.

EXHIBITORS AT CONVENTION.

Twenty-two manufacturers have now made arrangements to make exhibits at the Waldorf Hotel, Hamilton, during the coming retail hardware convention and about half a dozen others are considering the matter. In next week's paper a list of about 25 exhibitors will be given.

The arrangements at the Waldorf Hotel are that most of the exhibits will be made in the large sample room adjoining the parlors in which the convention meetings will be held. In addition to this several large rooms have been engaged by other manufacturers for exhibits and some space will also be given up to displays in the large corridors of the hotel.

The hotel will certainly be a great centre for hardwaremen during the convention.

SPECIAL RAILWAY RATES.

Arrangements have been made with the railways belonging to the Eastern Canadian Passenger Association, covering the territory in Ontario east of and including Port Arthur, Sault Ste. Marie, the St. Clair and Detroit Rivers.

Delegates must purchase a one-way ticket to Hamilton and ask the agent for a standard certificate, which, when properly filled in and signed by the secretary of the association at Hamilton, will allow the holder a return ticket free, if 300 or over attend, or for one-third usual fare if 50 or over attend.

Tickets will be obtainable on Feb. 5 with return privileges up to Feb. 15, three days before and three days after the convention, Sundays not included. A representative of the railways will be present at the convention Feb. 10 and 11 to sign certificates. Only tickets sold at places where the rate is 50 cents or over will be counted. Any other information can be secured from the ticket agents.

HAMILTON'S HARDWARE INDUSTRIES.

For many years Hamilton has been known as the "Ambitious City," but a change has been suggested to that of the "Hardware City," on account of so many factories being located there connected with the hardware trade.

The Hamilton Steel and Iron Company, with its recently enlarged plant, comprising blast furnaces, rolling mills,

etc., is the centre around which many industrial wheels revolve and with the exception of rods for the manufacture of wire and nails the chain of activity from the ore to the finished nail would be complete. A further enlargement of the plant is contemplated and in the natural evolution arrangements will be made to produce the rods required by Hamilton industries. In addition to the steel plant Hamilton's list of hardware and metal industries includes:

Hamilton Bridge Works.
Gartshore Thompson Pipe Foundry.
International Harvester Co.
Westinghouse Electric Co.
Union Drawn Steel Co.
Canadian Drawn Steel Co.
Canada Screw Co.
B. Greening Wire Co.
Canadian Hart Wheels Co.
Brown-Boggs Co.
Gurney-Tilden Co.
Burrow, Stewart & Milne.
D. Moore Co.
Bowes, Jamieson & Co.
McClary Mfg. Co.
Canadian Shovel and Tool Co.
Canada Steel Goods Co.
E. C. Atkins & Co.
Gurney Scale Co.
Ontario Lamp & Lantern Co.
E. T. Wright & Co.
Dowswell Manufacturing Co.
Canada Wire Goods Mfg. Co.
Dominion Belting Co.
Allith Manufacturing Co.
F. W. Bird & Son.
F. F. Dalley Co.
Meakins & Son.
Meriden Britannia Co.
Canadian Steel and Wire Co.
Pittsburg Perfect Fence Co.
Frost Wire Fence Co.
Hamilton Cotton Co.
Hamilton Powder Co.
Hamilton Brass Mfg. Co.
Consolidated Hardware Mfg. Co.
Canadian Sewer Pipe Co.
Skedden Brush Co.
And at Dundas there are:
Bertram Engine and Machine Co.
Dundas Axe Works.
Pratt & Whitney Tool Co.

It is safe to say that all of these manufacturers will welcome any delegates to the convention who visit their factories.

"MADE IN HAMILTON" SHOW.

Stanley Mills & Co., Hamilton, are preparing to hold another exhibition of the processes of manufacturing the various classes of goods made at Hamilton. A year ago an exhibition of this kind was held and another "Home Industry Week" is arranged for from Feb. 3 to 13. In many of the exhibits machinery will be in operation, showing the actual manufacture of the goods.

Stanley Mills & Co., as many hardwaremen know, are a departmental store concern with a separate and distinct hardware store, the founder of the firm having originally been a hardwareman. The store adopts modern advertising and window display methods and aims to maintain prices rather than draw trade by cutting. One of their big drawing cards has been the offering of a 5-cent return electric railway fare to all within a radius of about twenty miles. This, of course, tends to draw trade from hardwaremen and other dealers in nearby towns and cities, but Hamilton hardwaremen have not yet been heard to complain of the firm as a price cutter.

The firm has invited the members of the Association to visit their store during the convention and the offer will likely be taken advantage of by many who will be glad to have a nearer view of the up-to-date methods of a hardwareman who has branched out and developed a large mail order business.

Unpleasant and Unprofitable Experience

An Ontario Hardware Dealer Gives His Experience With a Manufacturer of Metal Roofing—Wants the Subject Discussed at the Coming Convention.

Editor Hardware and Metal,—My attention has been called to an article in a recent issue of Hardware and Metal under the heading "Neglecting Profitable Business in Metal Roofing," and I do not think that so undeserved a scolding should be let go by unnoticed by the hardware trade.

Speaking from an experience covering more than a quarter of a century in the Hardware business with which tinning has been associated, I can safely say that there is no line less profitable and more annoying than this same metal roofing business, and when you chose to insert a letter from a manufacturer in which he advises his salesman to cut out the hadrware dealers you could not possibly have chosen a more illuminating epistle or have searched out a firm more antagonistic to the retailer and all that his interests mean. Year by year I do business with many manufacturers and jobbers and find that the general tendency is toward mutual assistance and co-operation, but if this spirit has been in any way destroyed in the metal roofing business I can safely say with the fullest proofs that the Pedlar people, whom you quote, have been most notorious in the promotion of such a downfall.

There is a well-known rule to the effect that an honorable wholesaler or manufacturer will not sell to the public directly if there is any representative of the retail trade to be found as a medium. The firm mentioned, however, pays no attention to such traditions or codes of honor and stands ready at any moment to put the knife into people who have been their agents for years. During the past year I had an especially pointed illustration of this fact. This metal roofing company had sold me thousands of dollars worth of goods in past years and I was the duly accredited agent in my town; their agent called on me one day and asked if there were any prospects in the neighborhood to work on and I readily gave him several, you will therefore judge of my surprise when I learned that he was canvassing vigorously through the country round about and informing the people that he was not selling through me. I at once sought him out and demanded an explanation and was informed that I would receive a commission on these sales. The result is easily stated when I inform you that I never received one cent of commission, that goods were sold to old customers who specified that the order must be put through my firm, and that this agent sold eavetrough to the farmers at wholesale price, telling them that they could get it erected for one cent a foot. Furthermore this agent tendered against us on a job of sheet metal lining, knowing that we were trying for it, and when we attempted to find him and remonstrate with him he hid himself from us so successfully that we were never able to obtain an interview with him. We laid the matter before the house, even going to the president over it, but were met with evasion and equivocation at every turn so that we became completely disgusted. As correspondents this firm, which is so quick to jump on the hardware trade, is notorious, in our office at least and we could relate instances—with illustrations—which would make good material for a funny column if it were not for the disagreeable nature at the time of happening.

Then again you state in your article that metal roofing pays the dealer ten per cent., but we do not think that you would like to earn your salary attempting it. Here is a little object lesson. The Pedlar people advertise in all sorts of journals that their "Oshawa" shingle can be had for $4.50 per square; the farmer seeing this comes to his dealer and leaves an order for shingles, the Pedlar people sell the shingles to the retailer for $4.25, out of which he has to pay freight and cartage, amounting in our case to 17 cents per square. Where does the ten per cent. come in? Of course the immediate answer of the Pedlars is that you must charge the farmer with the freight, but that is not the way any other line of goods is sold and in our experience the farmer absolutely refuses to pay the freight. We have sold hundreds of dollars worth of these shingles in this way simply as an accommodation to customers who had a fancy for that line. Articles advertised at a certain price in newspapers and journals cannot be readily sold at an advance by retail dealers or the public gets an idea that there's an ethiopian in the fuel. The matter is one for which we have found a remedy and I would not hesitate to communicate it to anyone interested. I hope to see that it is fully discussed at the coming Convention and the facts well aired throughout the province.

The Pedlar people are desirous of pulling wool over the eyes of hardwaremen, and failing in that they have gone after a bunch of small contractors who are willing to supply farmers with metal roofing at cost so long as the builder gets the job of putting it on. Rest assured that all the roofing manufacturers are not in the same bunch for some of them will be found to be all that one might desire, but a difficult situation has been created and it will take determined action to successfully fight it.

There is much more that might be said on the same subject, but what I have written here can be proved beyond the cavil of a doubt and I would consider it a pleasant task to demonstrate that proof to anyone interested.

Yours very truly,
AN ONTARIO HARDWARE DEALER.

Views on Insurance Rates

Claims Underwriters Have Lived Up to Their Agreement—City Must Go Farther and Complete Pumping Capacity of the High Pressure System—A Further Reduction Then—What the Key Rate is.

By C. McNaught.

Toronto's long looked for high pressure system is now an accomplished fact. The tests made were passed upon as satisfactory by Mr. Howe, expert of the Canadian Fire Underwriters' Association. In making his report, Mr. Howe points out that the system is only fully effective while the present set of pumps are both in good working order; the disablement of one would seriously reduce the pressure—the vital requirement in the efficiency of all high pressure systems.

The necessity for increased fire-fighting equipment was most completely demonstrated by the conflagration which wiped out a large part of the wholesale and light-manufacturing district of this city in April, 1904, and insurance companies were compelled to reckon with a serious "conflagration hazard."

The immediate effect was the imposition by the companies of a surcharge or "conflagration extra" of $1.00 to the then existing rates in the congested district—a district in which buildings containing large values were closely grouped together and which were subject to complete annihilation should a fire get beyond control—as it was self-evident that the city's water service and fire-fighting equipment were utterly inadequate to cope with such a condition.

Risk Rated on Its Merits.

After the adjustments of the many losses occasioned by the conflagration were completed, the city was "specifically rated" by the underwriters,—that is, each individual risk was rated on its merits under a schedule rating system.

This rating system superceded the "conflagration extra" rates. It is made up of certain fixed charges for items, such as "defects of construction," "class of occupancy," etc.; and to these various charges is added the "key rate" of $1.00, which is based largely on the efficiency of the fire-fighting equipment.

Thus we come to the consideration of the conditions existing immediately after the fire of 1904. Merchants and insurers of all classes affected by the increased rates, while, in most cases, recognizing the justice of the action taken by the insurance companies, immediately began to co-operate with the underwriters in their effort to remedy the condition—and the grant for the high pressure system and the betterment of the fire-fighting equipment was the result.

After conferences between the city and the underwriters an agreement was entered into under which it was agreed that the "key rate" was to be reduced a certain definite amount for each of the several items of improvement that should be completed by the city—aggregating 50c in all.

More for City to Do.

When the city has completed the pumping capacity of the high pressure system, as promised, it will, with the other items now completed, have effected improvements which entitle it to a reduction of the key rate from $1.00 on contents and 75c on buildings to 75c and 50c respectively, in the congested district.

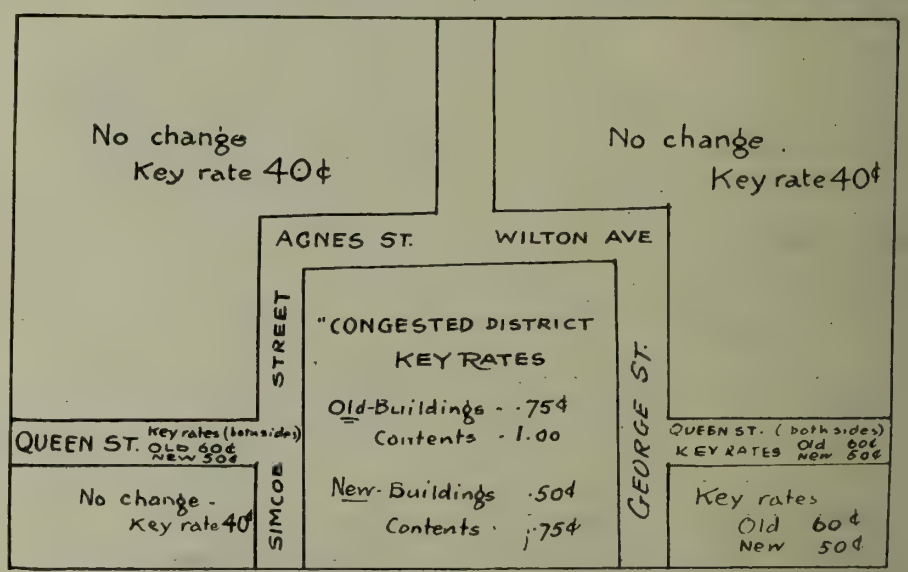
The underwriters, however, in endeavoring to show their absolute good faith and also in just recognition of the improvements completed and to be completed, immediately granted the reduction of 25c in the "key rate" in the congested district and have gone farther than their agreement with the city by also reducing the "key rate" of the intermediate district from 60c to 50c. They regarded the improved conditions as warranting this reduction.

Therefore, from January 1, 1909, all buildings in the congested district now rated on a key rate of 75c, contents $1, and all buildings and contents in the "intermediate" district now rated on a key rate of 60c, will be re-rated on "key rates" of 50c and 75c in congested district and 50c in the "intermediate," these reductions to affect all policies placed or renewed subsequent to Jan. 1, 1909. No refund for reductions in rate are to be granted on existing policies placed or renewed prior to January 1, 1909, unless they are cancelled at short date rates and replaced at the new rates.

This action on the part of the underwriters I think is only fair in view of the fact that when the rates were increased the extra rate was not charged on current policies and was only collected on renewals or new business placed after the increase went into effect.

Some Suggestions.

As a final word I would like to take this opportunity of urging insurers to have their ratings carefully gone into by some competent insurance man. I feel sure that in many cases suggestions for improvement and betterment of the insurers could be offered, which would lead to reduction in rate, altogether aside from the reduction granted because of the high pressure system, etc.; and, equally as important; would result in a lessening of the chance of fire.



Cut showing the exact effect of recent changes in the Insurance Rates in congested districts.

NOTES.

The Aluminum Corporation, Conway, North Wales, has gone into the hands of receivers, the principal creditor being Lloyds Bank. A statement has been issued by the bankrupt company, which says that its failure is principally due to the heavy decline in prices of aluminum. Several years ago the manufacture of aluminum was quite profitable, but owing to keen competition values have steadily declined, and it is claimed that that at the prices at which this material is now being sold there is little or no profit in its manufacture.

A. L. Bach, for six years in the cutlery business at New York and twelve in the same line at Solingen, Germany, has established himself as a buying agent and wishes to arrange to act for Canadian firms.

Electrical Supplies a Paying Side Line

Novelties Sell Well During the Holiday Season—Improvements in Lighting Apparatus—Why Hardwaremen Should Handle Electric Dry Culls.

A prominent feature of the recent holiday season trade among hardwaremen was the extended display of electrical goods, and the evident success attending the venture will no doubt encourage further efforts in this direction, not only as regards occasional trade, but for general selling throughout the year. The number of electrical articles of a useful character now upon the market have so increased that it would be a wise move for every merchant to carry an electrical department. Apart from the common necessities of electrical lighting such as lamps, fixings, etc. —and with the spread of electrical lighting the demands for these goods are increasing—there are such articles as portable lamps, torches, illuminated watch stands, cigar lighters, which can be made good sellers at any time. And ,n addition there is an evergrowing array of household utility goods such as sad irons, coffee heaters, radiators, etc., which can by simple adjustment to the wires of a house save the labor and trouble now associated with the use of the ordinary articles.

In one way and another the employment of electricity is creeping into every house, and it behooves merchants to be abreast with the times. The changes that are continually being made in the constituents of the lamp and the great variety of fittings, give good scope for carrying a wide stock, and at the same time extend the selling range of the dealer. There is a profit in electrical goods that should not be ignored. In carrying an electrical department the hardwareman should not fail to make a good display of his lines.

A purely electrical window should be run occasionally. An attractive display can be made of lamps, globes, fittings, household articles and various self-contained battery goods, such as we have before mentioned. The district should be circularized to the effect that a comprehensive stock is carried of useful as well as ornamental articles.

In this department, as well as in the other ones of the hardware store, the goods should not be made to sell themselves. The merchant should have an intelligent selling campaign. Tools used by electricians should be carried, a good lookout kept for any new contrivance placed on the market that is likely to prove a good seller.

Useful Tool for Electricians.

A useful floor-board lifting tool has recently been invented. Great trouble is often experienced in lifting a swoolen floor board to get at an electric wire without breaking the wood. This tool, which is so small that it can be packed into any tool bag, it is contended, will lift the most obstinate board without recourse to prising, cutting, or levering. The tool comprises a cross-piece of metal which spans the board to be raised. This cross-piece carries two small wood screws, while at either end is another small screw fitted with a foot at the bottom, and a small handle at the top similar to a screw-jack. All that is necessary to do is to place the tool across the board so that the extreme jack-feet secure a purchase on the adjacent board on either side. The inner screws are then driven into the board to be lifted, to secure a firm purchase. By twisting the two miniature jacks at either end, the bridge of the tool is raised bodily for about two or three inches, lifting the board with it. No damage is done to the board, and two little plugs will finish off the small holes left by the screws.

New Idea in Lighting.

Among the various attempts to improve the incandescent gas mantel, a new ingenious invention seems to have surmounted many of the defects noticeable in the ordinary mantel which being of a cotton foundation is fragile and perishable. This new invention is totally different in design from the present mantel. The principle of the invention is based upon the obtaining by fusion at a very high temperature radiant and unchangeable filaments composed of various oxides, which are so fashioned as to possess the appearance of solid glass or porcelain. There is a flat circular crown, from which projects three rows or rods of needles. The mantel thus resembles a brush made of stout bristles, and, although comparatively thin, they are of great strength and will not readily break when placed between the thumb and finger. The mantel is placed over the Bunsen gas flame in the usual manner by means of a special support, the flame being projected into the centre of the mantel by means of a special gas injector in the burner. When the filaments become incandescent they shed a brilliant light, the intensity of which varies according to their number and length. This mantel, it is said, is capable of withstanding extreme differences of temperature, is perfectly rigid, and is unaffected by draughts, wind, or rain. By the introduction of certain coloring oxides in the manufacture of the filaments any tint of light can be obtained, while the mantel can be made up in a variety of forms useful for decorative purposes. It can be used with any gas illumination and with portable lamps. It is economical in gas consumption, and lasts from two to three years.

Electric Dry Cells.

The numerous uses electric dry cells are now put to makes it advisable for most hardwaremen to stock this line as well as carry a general assortment of electrical supplies. Dry cells, for instance, are used for door bells, fire and police alarms, telephone services of every description, ignition service on motor cycles, automobiles, launches, gas and gasolene engines, running of toys, experimental work of all kinds, medical batteries, etc., and as the man who wants a door bell or some wire usually drops into the hardware store to get them, he should be able to get dry cells there also.

Then automobile owners are large buyers of dry cells and gasolene and the hardwareman who is on a main road ought to be prepared to supply the demand from this class. And many farmers nowadays have engines which require batteries, so the hardwareman who sells fence wire or tools can develop a trade in electrical supplies if he cultivates the trade.

In many towns the telephone office is the only place where a stock of dry cells is kept, but as telephone companies use only a low-ampered battery the batteries which they carry in stock are not the best ones for ignition service and the man who frequently pays an extraordinarily high price is seldom getting what he expects.

The hardwaremen in the United States and in the Old Country realized this long ago and although they handle electric dry cells only as a side line they have found it to be a very profitable one. The leading jobbers in the States have established a separate battery department and are selling thousands and thousands of batteries to the retail hardwaremen, and Canadian jobbers are also giving attention to the possibilities of the line.

Until recently electric dry cells were not manufactured to good advantage in Canada, but Electrical Specialties Limited, have opened a large plant at Toronto and are making a point of assisting the dealers who handle their goods by supplying, attractive show cards, window displays, and other advertising matter, through their jobbers, Lewis Bros., Montreal, or from their Toronto factory direct.

The types in which X cells are made are of standard size, namely, No. 6, 2½x6 inches; No. 7, 3x7 inches; No. 8, 3½x8 inches; and the makers claim that tests have shown that X. cells are superior to any imported product.

Tungsten Electric Lamps.

The Canadian General Electric Co., Toronto, are marketing a new incandescent lamp giving a very white light, made in the regular bulb form in sizes from 25 to 250 watts. The smallest size of 25 watts gives a 20 candle-power light of great brilliancy, more than equal, it is claimed, to the ordinary 56-watt bulb, giving a 16 candle-power light. The saving in the current is, therefore, over 100 per cent. with 25 per cent. more light than a 16 candle-power carbon lamp, and figured out on a basis of two hours use each night gives a total of about $3 per bulb during the year. The electric lighting companies have decided not to push the sale of this bulb and there is a good opportunity for hardwaremen, therefore, in bringing it to the attention of users of incandescent lamps. The 25-watt bulb sells at 90 cents, but its saving in power makes it a cheap light in the long run. Instead of having a single carbon filament, it has a cluster of hairpin loops, thus more than doubling the lighting capacity.

Enthusiasm in the matches of the Montreal Wholesale Hardware Hockey Association is increasing, and promises to work up to fever heat before the schedule is through with. Four matches have been played up to now, the Canadian Fairbanks Co. leading with two victories and no defeats. Lewis Bros. and Starke-Seybold have each won 1 and lost 1, while Caverhill, Learmont Co., and Frothingham & Workman have each lost 1.

HARDWARE AND METAL

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DANGEROUS COAL OIL IN THE WEST.

It is now some three months since the people of Western Canada were first startled by a series of accidents resulting from the use of dangerous coal oil. The worst disaster was that in Swan Lake, Man. As a result of which several lives were lost but about the same time there was a series of mishaps all, or nearly all of which, were traced to the purchase of oil from one wholesale oil firm in Winnipeg about the same date. The authorities have conducted an examination into the circumstances without definitely locating the responsibility. It is, of course, the height of absurdity to suppose that a score or more of retailers deliberately adulterated their oil, and no one who knows anything whatever of the character of the men in charge of the wholesale firm in question believes for one moment that they have been guilty of any wrong conduct in connection with the matter. At the same time the fact remains that much loss of life and property resulted from the sale in Manitoba of dangerous coal oil—oil that does not come up to the standard required by law. A thorough investigation which will determine the responsibility for the sale of this oil to the retail trade is urgently required in the interests of the general public and the country dealers.

At the present time proceedings have been instituted against a hardware man in Alexander, Man., for the sale of kerosene which was responsible for a death, and it is said that other prosecutions of the kind are to follow. These prosecutions will probably lead to a judicial investigation which will determine the responsibility, but in the interests of the retail trade we would suggest that the proper course is not to prosecute individual dealers, but to conduct a thorough investigation into all the facts of the case. The retailer who has sold coal oil without any reason to doubt that it is of the standard required by law will suffer particular hardship if he is to be prosecuted for accidents for which he is not responsible. For the protection of the retail trade a searching investigation is urgently required.

PROFITS IN METAL ROOFING.

A correspondent in this issue complains that he has found metal roofing business unprofitable, his figures verifying those of another hardwareman who has been buying from the same manufacturer and who has also been selling roofing at $4.50 when the cost laid down was $4.42. The other dealer referred to states that on corrugated iron and siding he gets 7½ per cent., but after paying freight the goods net him 3⅛ per cent. Then he adds: "Can it be wondered that the retailer does not handle metal roofing when he can sell other roofings at a better margin and with less trouble in doing the business?"

It is by no means peculiar that the two men who complain of the business being unprofitable have both been customers of the same manufacturer who, by the way, does not cater to the trade of hardware dealers but, instead, advertises direct to the consumer and charges a higher price to hardware dealers than competing concerns. For instance, the same quality of goods sold by the Pedlar People at $4.50 was sold last season to retail customers at $4.10 by another manufacturer and the price will be even lower than this for the coming year. This shows a margin of ten per cent. in 1908 (less freight) and when a sale of from 30 to 75 squares is made for a barn roof the profit is a fair one, particularly when the sale is made from a catalogue without risk in stocking the goods. And retailers who continue to deal with manufacturers who do not try to protect the trade only help to make it harder than ever for both retailers and the manufacturers who sell through the trade.

Hardware and Metal knows many hardwaremen who made more than ten per cent. on their metal roofing business last year. One man who carries a stock buys in carloads and is able to sell the goods delivered at what competitors must charge freight on. He does not cut prices, however, but takes all the profit he can get by reason of having his goods in stock. The same dealer does not confine his efforts to metal roofing, but also buys prepared roofing in carlots, freight prepaid, and has thus been able to make a margin of from twenty to thirty per cent.

There seems to be no doubt about the ability of some hardware dealers to make a fair margin of profit out of metal roofing, and, consequently, Hardware and Metal urges the trade to endeavor to prevent this line slipping out of their hands entirely.

Much depends upon supporting the manufacturers who are protecting the trade, but the methods of going after the business are also important. Hardware and Metal will deal with this in succeeding issues, and in the interests of the trade asks readers who have been able to develop a fair trade in their district to outline the methods they have adopted. Communications on the subject will, of course, be treated as confidential.

AN ODD WANT AD.

An odd advertisement appeared in Hardware and Metal last week, a hardwareman, D. J. MacNab, of Lanark, Ontario, soliciting correspondence from merchants in other parts of the country who want to secure a pure maple syrup. Mr. MacNab supplies sap buckets and other sugar bush supplies to the farmers who own the trees and he is in a position to secure large quantities of the pure article, which he feels he can guarantee to other dealers unable to secure pure syrup in their own districts. In securing customers for the sugar bush owners he is doing them a favor while also turning an honest penny for himself in a season when trade is none too brisk.

The incident illustrates a point Hardware and Metal has frequently made, that retail merchants should always be on the lookout for special lines to develop in connection with their own trade. This is where money is made, as it is an addition to the regular business and, if taken up in seasons when regular trade is dull, the returns for the time spent is clear profit. Then, too, anything the merchant does to increase the income of the farmers in his locality is bound to result in more business for himself.

The want ad. pages of this paper offer innumerable opportunities for the wide-awake merchant. They are read every week by clerks, merchants, travelers, jobbers and manufacturers in

every city, town and village in Canada. Half a dollar spent in a want ad. brings the message to the attention of thousands of possible buyers. When opportunity knocks at your door, therefore, be careful to remember the key which unlocks the door to let the welcome visitor in.

SETTLING SMALL ACCOUNTS.

The first of the year is the great settling-up time in the business world, and in the process of squaring accounts and meeting obligations our relationship are so interwoven that in order to secure the best and most satisfactory results it is necessary for all to join in the move. If it is the duty of the retailer to wipe out his account with the wholesaler and the wholesaler with the manufacturer, it is surely the bounden obligation of the customer to clear his indebtedness with the local merchant. This is a matter to which not enough serious attention is given, with the result that persons are often careless and think that the merchant can wait. This is a grave mistake, and, if only those who have been accommodated, would stop to think, they would not ask a local tradesman to tarry longer for his money. If a merchant is kind and considerate enough to extend credit to a customer, surely the least that the latter can do, in return for this favor, is to make an honest effort to settle at the first of the year, in full, or, if that is impossible, then in part. How much happier things would be all around if a united, consistent effort was put forth to carry this out. These accounts are in many instances small, but in the aggregate they amount to a good deal and their payment means that the merchant is able to satisfy the financial demands made upon him.

This is so important and far reaching a question that clergymen have felt impelled to speak out on it in the interest of the community and the good of their people. For several years Rev. Canon Davidson, rector of Peterboro, and one of the leading members of the Anglican body in Canada, has on the first Sunday of each new year delivered an impressive sermon on this subject. At the services in his church on Jan. 3 he again took occasion to refer to this subject by urging prompt attention to all financial obligations, particularly small ones. He dwelt upon our inter-dependence in this particular, and how each could contribute his share in making 1909 bright and prosperous if this system was only followed out. He said that the discharge of this duty was a most important and far-reaching one. It should be done for itself and also because it had the effect of enabling others to meet their obligations. It is noticeable that the words of the reverend gentleman have had a good effect upon the people in general, and a hardware dealer in Peterboro informed a representative of Hardware and Metal that, after the delivery of this sound, practical advice from the pulpit each year, several customers, well able to pay, but naturally careless or thoughtless, have awakened up and discharged their indebtedness.

The example of the rector of Peterboro might be worthily emulated by the clergy in other towns.

CANADIAN RAILWAYS HELP TRADE.

There is great dissatisfaction in the States over the fact that the railroads are continuing their economizing in buying, and thus doing a great amount of injury to the development of industrial activity. It is generally felt that if these concerns only showed that they were contemplating entering the markets in something of the strength of past years, that the whole trading of the country would be given the stimulus that it needs at present. Buying in the metal markets is hanging fire, while furnaces and smelters are quieter than they should be. The vigorous stimulation of strong railroad purchasing is needed to set the ball rolling and to carry other consumers along with the momentum.

In Canada things are in much better shape. Both the Canadian Pacific and the Grand Trunk Pacific are looking well to the future, and providing for their anticipated increased traffic in a progressive way. The short sighted policy of economy is not considered, when the best interests of the rolling stock and the trading needs of the country are concerned. The result is that the industrial development of the country is being helped at a time it is most needed, and which help will, in itself, tend ultimately to increase the earnings of the railroads. Thus do we get the co-operation that is so essential to a country's prosperity. The United States railroads might take a lesson from Canadian railroads.

Some little time ago Hardware and Metal announced that both the Canadian Pacific and the Grand Trunk were placing large orders for cars. We mentioned that the Angus shops at Montreal were turning out twenty freight cars a day, that the construction of locomotives had also been commenced there, and that the Grand Trunk had also placed a large order for cars in Montreal. Now an order has been placed with the Montreal Locomotive Works by the C.P.R. for thirty locomotives of what is known as the Pacific type. The Grand Trunk has also placed an order with the same company for twenty-five engines. The result of this heavy purchasing can be easily understood. The Locomotive works will start at full pressure with a thousand mechanics in constant employment. Much metal will have to be bought, more wages paid, each section of the community will be benefitted, and in the end the circulation of this money will tend to increase the earnings of the railroads. There could be no greater drawback to the recovery of a country from depression than for the railroads to abstain from the buying that in ordinary circumstances they would make. If Canadian railroads are far sighted enough to start buying the United States concerns should be the same.

IMPROVING THE DEPARTMENT'S USEFULNESS.

A circular received from the Department of Trade and Commerce at Ottawa during the week shows that its officers are taking well-advised steps to make themselves conversant with the ideas of the business men in whose interests, as well as for the country as a whole, they are working.

The Deputy Minister invites Canadian exporters and manufacturers to give the department the benefit of their views on the following questions: (a) "What would you advise should be done to increase the export trade of Canada?" (b) "What improvement or change do you think desirable in the compilation of the trade statistics published by this department?" (c) "Can you suggest any improvement in the collection and publication of commercial information received from the trade commissioners?" Replies should be marked "Trade Suggestions" on the envelopes.

This is something which manufacturers and exporters in all parts of Canada should take an interest in and give due consideration.

Take an inventory of your assets: Business integrity, energy, initiative and the rest.

Whatever your experience may have cost you, forget it—but don't forget to be wiser, more systematic, more energetic, more cheerful.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 74.)

MARKETS IN BRIEF.

Montreal.

Tin—Cut of ½c.
Copper—Cut of ¼c.
Paris Green—List price in force.

Toronto.

Copper—Down ¼c.
Tin—Now 30, 50.
Pure Manilla Rope—Decline of ½c.

MONTREAL HARDWARE MARKETS.

Montreal, Jan. 22.—Trade has looked up considerably during the week. Orders taken by travelers are now arriving, and a general feeling of confidence is being displayed as to future business. The Northwest seems to be coming to the front strongly, and a good consuming demand is expected from this part of the Dominion. Farmers are now clear of many of the old obligations that pressed so heavily upon them last year, and should prove free buyers. Undoubtedly stocks are on the light side, and shipping to the Northwest, therefore, should play a large share in the trading of this year.

Booking ahead is still on the quiet side, but gradually new lines are opening up. Lawn mowers are moving in better strength, while hose and gardening tools can now be added to the bookings. Lumbermen's supplies are moving well. Builders' hardware seems to be about the same strength.

BUILDERS' HARDWARE—Lock sets, escutcheons, butts, and bolts have been showing somewhat better strength, although the demand can still be considered on the light side. There is no change in prices, and we quote: Discounts on door sets, 50 and 10; escutcheons, 50 and 10; escutcheon pins, steel 50, brass 55. Spring hinges per gross, No. 5, $17.50; building paper, O.K. No. 1 per roll, 75; No. 2, 70.

SPRING LINES—Booking for spring lines has improved, although still on the light side. Hose and gardeners' tools are now commencing to move. Lawn mowers and ice cream freezers are improving, while green wire cloth, poultry netting, screen doors and hinges show stimulation. We continue to quote: Screen doors, stained, $7.80; grained, $8.10; poultry netting, 60 and 2½; green wire cloth, $1.70 in 100 ft. rolls.

SPORTING GOODS—The winter lines are on the dull side, repeat orders coming in quietly. Fishing tackle is commencing to move, and a good season is anticipated. It is a little early for most spring lines to show any strength. Prices are generally firm. We continue to quote: Dominion rim cartridges and C.B. caps, 50 and 2½ per cent.; B. B. caps, 50. 10, 2½ per cent; Crown black powder, 20 per cent.

BOLTS AND NUTS—Trade shows a tendency to improve, and some fair orders have gone through. Supplies are said to be in good shape, and as dealers' stocks are light general conditions seem satisfactory for good trade. We continue to quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½. Wire nails are still quoted at $2.30.

SCREWS—Screws are in somewhat better demand, and good trade seems opening up. We continue to quote: Discounts are at 85 and 10 off for flat head bright; 80 and 10 off for round head bright; 75 and 10 for flat head brass, and 70 and 10 for round head brass.

HOUSEHOLD UTENSILS — Graniteware continues to show good movement. Tinware is also encouraging. Carpet sweepers are in quiet demand. Food choppers, wringers, washing machines, brooms and pails are in better request. We quote ' Sad irons, Mrs. Potts', No. 55, 75c; No. 50, 80c per set; asbestos, $1.50; cake makers, $17.25 per dozen; bread makers, $18 per sozen and upwards.

LUMBERMEN'S SUPPLIES — Canthooks and cross-cut saws continue to move well, and trade is now more satisfactory, We quote: Boot calks, $4 to $4.25 per 1,000; wing calks, $6.50; canthooks, $12 to $16 per dozen; axe handles, $1 upwards; axes $6 upwards.

TORONTO HARDWARE MARKETS.

Toronto, Jan. 22.—Jobbers report January bookings for delivery in the spring to be far in excess of the business done a year ago. At that time the future was uncertain and buying was very light in consequence. Then light buying all last year has left most stocks short in many lines and with the building trade opening up and prospects for trade in all lines improving merchants generally are in a humor to order more freely without altogether throwing away the conservatism acquired during 1908.

In both Ontario and the West the outlook is very bright, an instance of this being given by a cutlery manufacturer, who reports bookings in the first half of January to be as large as his sales during the first half of last year. This is a line, of course, which was hit hard in the dull times in the West a year ago.

Booked orders for lawn hose are quite heavy for the season, owing to the expectation of an advance in prices. On harvest and garden tools, however, they are lighter than the jobbers like to see as small bookings are generally followed by a rush of business when the season opens, with some orders being delayed or left unfilled.

The expected changes in rope and binder twine have not materialized, with the exception of a decline of half a cent in pure manilla rope. Binder twine prices for the coming season are likely to be issued at any time.

SEASONABLE LINES—Winter weather has helped trade in snow shovels, snowshoes and toboggans, but stocks of these goods are still quite large. On No. 19 snow shovels $2 net per dozen is still quoted.

SPRING GOODS—Lawn hose is being ordered freely for spring delivery, owing to a feeling that prices will advance. Lawn mowers are also being booked in fair quantities, with fence wire, screen doors and green wire cloth in fair demand. Garden hoes and spades, hay rakes, scythes and other harvest tools are rather slow. Refrigerators and ice cream freezers bookings are satisfactory. We quote 9-in. 3-wheel lawn mowers at $3.30 to $3.37; screen doors, stained, $7.80, and grained, $8.10 base.

ROPE AND TWINE—Pure manilla twine has declined from 12c to 11½c owing to a decline in the Philippine hemp market. Binder twine prices are not yet announced.

WIRE—A good trade for spring delivery is reported. New prices on barb wire f.o.b. Toronto are: Galvanized barb, $2.85, and plain twist, $3.20. Coiled spring wire continues at $2.75 f.o.b. Toronto for No. 9. Galvanized wire is quoted at Pittsburg, base sizes, 6 to 9, $2.25. Less than car lots, 10c higher. Wire nails are unchanged at $2.30; poultry netting at 60 and 2½, and green wire cloth $1.70 in 100-ft. rolls.

BUILDERS' HARDWARE — The demand is light, but prospects for an active building season seem good. Door sets. locks, escutcheons and bells are quoted at 50 and 10. In builders' supplies Canadian Portland cement is quoted at $1.70 per barrel f.o.b. Toronto, and heavy straw plain and tarred building paper, $37.50 per ton.

HOUSEHOLD UTENSILS — A good inquiry is being received for tin and graniteware, food choppers, washing machines, sad irons, etc. Lamps and lanterns are also selling seasonably. We quote $6.75 for cold blast lanterns.

HEAVY GOODS—Stocks are in good shape and the demand shows a tendency to improve. Bar iron is unchanged at $1.95. Stove bolts have advanced to 80 and 7½. Bright and steel wood screws, flat, 85 and 10, and round head 80 and 10 per cent. Brass screws are, flat, 75 and 10, and round, 70 and 10.

MONTREAL METAL MARKETS.

January 22.—Although steady trade of an improving tendency has been done locally, a cut has been made in tin and copper. This, of course, is due to the weakness apparent in the primary markets. There is, however, despite the insecurity of primary prices, a general feeling of confidence in the markets. Inquiries prove that greater assurance is being shown as to the progress of trade, and there seems to be great promise of good spring business. Orders for spring requirements are still being held back, but there is no doubt that the first real sign of strength in the markets will bring in good business. With a cut of ½c tin is now quoted at 32c, while copper, cut ¼c, is now at 15¼c. Spelter and lead are unchanged. There is no alteration in the pig iron situation.

The primary markets in tin and copper have shown no disposition to get out of the rut of poor buying, and as a result there has been declining figures both in London and New York. Copper has fallen rather severely in the former markets, and although there is still a strong effort in New York to hold

prices—producers maintaining their old attitude of being apparently not anxious to sell—the continued poorness of the consuming demand has naturally affected prices. There is looming ahead at the present rate of production a surplus of copper that does not invite confidence as to the future, presuming that there is no change in the rate of consumption. Tin has evidently struck a nasty snag. Buying has been quiet, while manipulation has been all against any advance in figures. Spelter continues strong. Lead has been exceedingly steady in London and it looks as if better buying had set in. Iron and steel conditions in the Old Country are reported at about the same strength, generally speaking, although Cleveland warrants have advanced since our last figures. In the States the situation remains about the same. There are still rumors of cutting in finished steel products, but as an improvement has taken place in the demand, particularly in wire producing, less may be heard of the cutting in future. Prices of pig iron are unchanged on steady business. A probable decrease in production is being rumored.

PIG IRON—Trade generally seems to be on a steady basis, with a tendency to improve. There is no change in pig iron prices ex-store, and we quote: Middlesboro No. 3, $19.50; Summerlee No. 1, $21 to $21.50; No. 2, $20.50. The iron and steel markets in the Old Country continue to hold their own, and Cleveland warrants are now quoted at 48s. 9d., an advance of 5d. on last figures. Prices on pig iron in the States are firm, under somewhat dull conditions, but there is a strong undercurrent of strength apparent. Furnaces are disinclined to sell far ahead, which is a good sign of confidence in the market. There is some talk of cutting in finished steel products, but there has been a good improvement in business lately and the market will therefore probably remain unchanged.

TIN—With the continued weakness in the English market tin has been cut locally ½c, and we quote 32c for ordinary jobbing lots. Fair business has been done locally, and there is plenty of confidence that good spring trade will set in. With a steady feeling given to the market by no fluctuations abroad business would be hastened. Tin in London and in New York, in the absence of a good consuming demand and the bulling manipulation of large operators, has been declining in quotations. The world's production for last year is placed at 104,150 tons as against 92,290 tons in 1907. These figures, when the poorness of consumption is considered, show that there must be more metal in sellers' hands than is good for the soundness of the market.

COPPER—A reduction of ¼c in copper locally, making quotations for ordinary jobbing lots 15¼c, show that the weakening tendency of the New York market has had its effect. Trade is of a steady character, and inquiries show that there is plenty of business in prospect. Stability in copper prices generally would help to bring this business in. Copper quotations in New York show the hammering that this metal is experiencing. The break in London has weakened the position. A strong consuming demand is imperatively needed to put the market on a firm foundation.

SPELTER—Spelter continues strong, and there is no change in quotations. Orders are not at all unsatisfactory, and this metal, like copper and tin, holds the promise of good trade coming shortly. The London market is a shade weaker, and so is the St. Louis, but this is only to be expected after the strong way quotations have held.

LEAD—There is no change in imported lead, and we continue to quote: $3.70, with Trail about 10c less. The demand locally has shown improvement. The English market has become remarkably steady for a time and it would look as if consumption is improving.

TORONTO METAL MARKET.

Toronto, January 22.—Tin and copper are slightly lower this week and iron has a firmer tendency. Beyond these the market is much the same as a week ago. Trading is quietly active and but for the irregularity of prices more business would be done. Spelter is probably the only metal which is holding its own and trading in this metal is at a normal stage. There are not the fluctuations in spelter that are noticeable in other lines, so the "scary" feeling is entirely absent. In sympathy with the basic metals old materials are undergoing spasmodic trading conditions.

The openings here and there in Canada of iron-making and iron-working plants augur well for the industrial future of this country. That Canada will one day rank high as a producer of iron and steel is admitted by men of experience who know the natural resources of the country. Coal and iron are the essentials and the country has but been scratched in the hunt for these basic properties. As in the United States the iron producing concerns are pushing towards the west, and even now Canadian smelters have a recognized standing in the community.

A recent report to the U. S. Government at Washington shows that Germany as an iron and steel producer is coming to the front. Iron production there has increased three-fold during the past 20 years and still production has almost doubled. The only difficulty is in getting proper coke, that commodity having to be imported from England. German iron costs about $13.50 a ton to produce and steel from $17 to $17.50 a ton.

PIG IRON—A little firming up is noticeable though actual prices are unchanged from the quotations a week ago. Business continues to be of small volume, uncertainty not being entirely dissipated. Cleveland is at $22; No. 3 Middlesboro, $21; and Canada Foundry, $18.50.

COPPER—Irregular prices prevail. There is again evident the up and down tendency. Trading is more active, but orders call for small supplies. Quotations are easier, and this week run from 15¼c to 15½c.

TIN—Still easy and a further decline is noted. The market price is now $30.50, though one jobber was willing to do business at $30 and another would sell for $29 if the order was a large one and the conditions satisfactory to himself. Supplies are plentiful.

LEAD—Unchanged in price and conditions. Imported pigs are still at $3.80. There is a firmness to this metal which is creating a good feeling and helping on trade.

SPELTER—The steadiest metal of all is spelter. It does not loom so large in the metal world as some of the other lines, but spelter is nearer normal than any other one line. Quotations are yet at $5.50.

SHEETS AND PLATES—Fair trade still continues at unchanged prices. Canners are taking some stocks and this is helping trade somewhat.

OLD MATERIALS—Though there is an easier feeling in some lines no lowering has taken place in prices. Copper wire and old iron have gone up from ¼c to ½c over last week's figures. Light copper is still 11c to 11⅛c; heavy copper wire, 12½c; heavy red brass, 11 to 11¼c; heavy yellow brass, 8¾c to 9c; light brass, 6½c to 6¾c; heavy lead, 3c; zinc, 3¼c to 3½c; No. 1 wrought iron, $10; stove iron, $12; machinery cast iron, $14.50; rubbers, 8c to 8½c.

FUR MARKET.

Montreal, Jan. 22.—Buying has been good this week, and the market is firm and unchanged. Fox continues to be scarce with consequent high prices obtaining. We quote: Mink, $5 to $6.50; marten, pale, $4 to $6; dark, $8 to $20; fox, red, $2.50 to $4.50; lynx, $5 to $12; otter, $15 to $25; fisher, $5 to $9; weasel, 25c to 35c; muskrat, 15c to 25c; Canadian coon, 75c to $1.25; skunk, 40c to $1.25; bear, large, $8 to $10; small, $3 to $5.

U. S. METAL MARKETS.

New York, January 21.—The Iron Age says:—In nearly every direction the iron and steel markets are quiet, and no business of any magnitude has been placed. While some of the great leaders of the industry frankly avow their belief that no marked buying movement need be expected during the first half of the year, there are other interests, notably in the Central West, who are confident that business will be very much brisker in 60 to 90 days. Some of the smaller and medium sized plants are fairly busy, but it is claimed that they are getting more than their share by cutting prices. In amount these concessions are not serious, but they are irritating just the same.

Railroad buying is still below expectations, and until it develops into normal volume the heavy lines must be content to run along as they have done for some time past. Orders were placed during the past week for 2,500 steel cars by the New York Central, and specifications for the material for 800 cars for the Duluth & Iron Range have been received by the Chicago mill. The Great Northern has ordered 6500 tons of steel rails, and is asking for 18,000 tons more. It is reported that the requirements of the Baltimore & Ohio Railroad will be for 100,000 tons, and that the Erie will need 9000 tons.

The structural markets have been quiet. None of the larger contracts which have been figured on lately have been awarded, but there has been quite a good run of small orders.

In Pittsburgh the disposition is observed on the part of the jobbers to stock up on sheets, but on the whole the general distributing trade, in the lighter lines, has not yet taken hold vigorously. Stocks throughout the country are admittedly low, so that the

day of a rush to stock up is still before us.

The pig iron markets have been quiet in every direction. The most persistent buyers are the makers of cast iron pipe. One sale of 20,000 tons of southern iron was finally effected last Thursday. Apparently the pipe makers have a good deal of business in sight. In spite of this, low prices are brough out at every letting. One of the large jobs coming up is 40,000 tons for San Francisco. For Kansas City 8500 tons is required.

The old material markets are again easier, East and West.

Copper is declining under the weight of a record production, while consumption is not expanding as rapidly as expected.

Electrolytic copper is being offered at 13⅜c., while the largest interest continues to "hold the umbrella" by declining to sell below 14½c., 30 days' delivery.

Spelter has declined to 5.10c., New York, and independent lead interests are offering that metal at 4.20c.

U. S. IRON TRADE.

Cleveland, O., Jan. 21.—The Iron Trade Review says: The slow movement of the iron and steel market continues. With some interests the past week has been the best of the new year and specifications have reached the level prevailing before the holiday interruptions, so that the month of January bids fair to show no loss of ground. The forward impetus given by active buying, however, is still lacking.

Many makers are not inclined to look with discouragement upon the present absence of consistent improvement in the market. It is declared that the opening weeks of the new year are not necessarily favorable for the receipt of heavy mill orders, as inventories having just been taken, there is an expected deliberation among buyers in specifying until the trade probabilities of the new period have been surveyed and policies adjusted in accordance. A source of satisfaction, it is pointed out, lies in the fact that any advance the market has made during the latter part of the past year is not being well sustained.

There is considerable shading of prices in different materials, but this is not regarded as significant of particular weakness, as concessions are not absent among some makers even in more prosperous times. The coke market has shown the most marked softness of late, but this has applied largely to spot material and is attributable to an over-production resulting from the nonfulfillment of the anticipation that a greater consuming capacity would be in operation immediately after the first of the year. There is more or less price cutting in plates and sheets.

When you want to make use of a friend you often find him a mere acquaintance.

The man who is never very strong against anything is never very strong for anything.

Few of us are interested in those famous pavements made of good intentions, as we don't expect to get there, anyhow.

Hardware Trade Gossip.

Ontario.

Hallitt and Bradley, Oshawa, are offering their hardware business for sale.

F. Howes, hardwareman, Listowel, has been appointed an agent for the Paris Plow Co.

The estate of J. Harry Boyd, London, is advertising his stove and tinware business for sale.

Frank A. Child, hardware merchant, Matheson, has been appointed Crown Lands Agent for that disttict.

J. N. Tallman & Sons, brass founders, Hamilton, have changed the firm name to the Tallman Brass and Metal Company.

Percy Ketchum, representing the American Naval Stores Co., New York, was in Toronto this week on business connected with his company.

S. and G. Penfold, hardwaremen and dealers in stoves and tinware, Guelph, have issued for distribution, a neat schedule of the Ontario Professional Hockey League.

John Dawson has resigned as manager of the R. H. Smith Saw Works, St. Catharines, and is succeeded by Herbert Barnes, late of the Shurley. Dietrich Co., Galt.

C. D. Clark, manager of the Winnipeg branch of Aikenhead Hardware, Ltd., was given a dinner by the staff of the Toronto house on January 15th, at the King Edward Hotel.

According to James Purvis, hardware merchant, Sudbury, there is considerable excitement at the Nickel City regarding the opening of the new Sudbury-Gowganda road to the silver mining district.

W. L. Helliwell, manager and A. M. Berryman, secretary of the Gurney Northwest Foundry Co., Winnipeg, A. P. Horsman, manager of the Gurney Standard Metal Co., Calgary, and T. L. Lightfoot, of the Gurney Foundry Co., Vancouver, are visitors at the head office at Toronto this week.

F. H. Littlefield, formerly in charge of one of the branches of the National Refining Company, Cleveland, Ohio, at Springfield, Ohio, has been appointed general manager of the Canadian Oil Companies, Limited, Toronto, succeeding T. H. Hamilton, who resigned when the National Refining Co. secured control of the company a month ago.

Quebec.

Cote & Frere, hardware and paints, St. Johns, have assigned.

H. F. Giddings, of Granby, Que., has been visiting Montreal hardware circles.

C. A. Connor, of J. H. Connor & Son, Ottawa, has been on a visit to Montreal.

T. H. Jordan of A. C. Leslie & Co., Montreal, has been in the Ottawa district on business.

W. O. Greenway, recently manufacturers' agent in Montreal, is now manager of the Liverpool, Eng., branch of Wilkinson, Heywood & Clark, paint and varnish manufacturers, London, Eng.

J. J. Broadhurst, late metallurgical expert for the James Robertson Co., Montreal, is now in business for himself at 101 Shannon St., Montreal, trading as the Lion Metal Company, smelters and refiners, and dealers in virgin metals.

F. Hyde & Co., Montreal, have been awarded the contract for altering one of the present furnaces at the Montreal Crematorium, and installing a Jacob oil burner, by which a body will be cremated within an hour, a saving of from one to two hours over present methods. F. A. Jacobs, representing F. Hyde and Company, lately visited with W. Ormiston Roy, manager of the Crematorium, the crematory of the Mount Auburn Cemetery, Cambridge, Mass., where the latest equipment is also being installed.

THE VALUE OF ASSOCIATIONS.

"Yes," remarked the man, "we have strong trade associations now, but for a long time it was the hardest thing in the world to get the men together to consider the advisability of the association plan."

"That was unusual, wasn't it?" asked his companion. "In most lines of business that is considered a valuable trade asset, these days. An interchange of opinions and discussion of plans and policies has been the making of many a business I know of."

"That's just where the rub comes in," replied the first; "in our line there was formerly a great deal of jealousy, and I am sorry to say that many of us regarded our neighbors in the same line as robber barons. It was thought that the success or failure of the business depended entirely upon the owner's individual study and planning; that what he had thought out for his business was his personal property to which he should cling tenaciously, and any effort to form an acquaintance was regarded with suspicion that well nigh placed the inquisitor in the ranks of ordinary thieves."

"But haven't you made a practice of cultivating the acquaintance of your competitors and of visiting the out of town firms in your own line?" persisted the companion. "Surely your long and successful experience is not based entirely upon your own ideas and individual work. Life would be too short to build such an enterprise as yours under such close and hampered conditions."

"Well," was the reply, "I have been very active in helping to form our associations, and we now have fairly strong ones, but prior to the time that I made trips for this purpose I did not do much visiting. It would not have been permitted. I will say, though, that within the past five years I have been accorded a cordial welcome whenever I have called upon firms in this line."

"What brought about the changed attitude?" was the next question.

"Association conventions," was the terse reply. "I regard them as the greatest possible business helps. I have frequently made valuable acquaintances and obtained priceless ideas on these occasions that otherwise I should never have had."

A woman's idea of economy is to buy 5 cents' worth of anything on two separate occasions instead of blowing in a dime all at once.

Bottle your temper, then lose the corkscrew.

We seldom know that our friends think ill of us until somebody else knows it first.

When opportunity knocks, how few men know how to entertain it properly.

Trade News From Atlantic to Pacific

Eastern Canada

New Brunswick Hardwareman Dead—Montreal Traveler Honored by French-Canadians.

ST. JOHN.

January 19.—Business continues rather quiet as is usual at this time of the year. The majority of the dealers are still busy stock-taking and re-arranging their goods.

The exports from this port up to Jan. 16 show quite a large increase over the previous season. Twenty-nine steamers have taken away goods valued at $5,537,927, of which $3,768,453 was Canadian products, and $1,769,474 from the U.S. In the same number of steamers in 1907, the value of goods shipped was $4,912,000, making a gain for 1908 of $625,837.

John Barker, for many years a member of the hardware firm of Chase & Barker, who carried on an extensive business in St. Stephen and Calais, died Jan. 16, aged 78 years. He leaves a widow and two sons.

The department of public works of Canada has awarded contracts building wharves in various parts of New Brunswick. Thomas P. Charlesson, of Ottawa, will build an extension of 300 feet to the east pier at Quaco; John E. Kane, of St. John, has started a crew of men at work building a pile wharf 360 feet long at Beaver Harbor, and will also build a 400-foot breakwater at Lorneville, at Welshpool, Campobello, E. R. Reed will construct a wharf 314 feet in length; an extension of 54 feet will be built to the wharf at Harvey Bank, by Oscar and Warren Downey and at Whitehead, Grand Manon; J. E. Gaskill and L. F. Foster will construct a wharf 200 feet long with pier head 40x30 feet.

A board of arbitration to settle differences between the International Ry. and the N. B. Ry. Company is now in session here. The N. B. Railway Company is claiming compensation and damages as a result of the International's right of way running through some 30 miles of their timber lands. The arbitrators are Henry Hilyard, of Hilyard Bros., millowners; Senator John Castigan and Hon. Charles E. Oak, of Bangor, Maine.—W. E. H.

MONTREAL.

J. R. Terrill, the well known representative of Caverhill, Learmont & Co., Montreal, has again been re-elected by acclamation a town councillor for the Municipality of Ahuntsic, Que. Since Mr. Terrill has entered the council he has endeavored to make this municipality, which is a lovely suburb only ten miles from Montreal, thoroughly up to date. A new drainage system of the latest plan has been put in, also new pumphouse, high voltage electric lights, and sidewalks.

It may be added that the Mayor and all the other councillors are French-Canadians, and at the meetings papers and speeches are all in the French language. Mr. Terrill is the first English councillor who has served on the council. On nomination day he was called upon for a speech in French, when he spoke for some time as fluently as if he were speaking in English. He said in part, how much pleasure it gave him to see the "entiente cordiale" which existed in the Province of Quebec between the two nationalities, and trusted that each year the bond of friendship and confidence would still be closer. After speeches from the Mayor and other councillors, the meeting broke up by singing "O Canada."

Ontario Trade Items

Leamington to Have a Glass Factory—Good Order for Tents From Cobalt—Hamilton Manufacturer Gives His Views Regarding Labor Unions—Fakirs at Work at Brantford and Kingston.

OTTAWA.

Jan. 19.—Building permits issued at Ottawa in 1908 totalled 507, valued at $1,794,075, compared with 355 in 1907, valued at $2,364,950. Most of the 1908 permits were for residences.—G. E. M. H.

KINGSTON.

Jan. 19.—Alexander Robinson, formerly with the old hardware firm of John Muckleston & Co., is now manager of the mirror department of Forman, Ford & Co., Minneapolis, Minn., one of the many Kingston boys to gain prominence in business across the border.

The board of works will recommend the council to construct 88 concrete sidewalks, which will total over seven miles. The total estimated cost is $30,000.

A. Strachan and U. D. Dalton, hardwaremen prominent in curling circles, are taking part in the big bonspeil held here this week. Over 60 rinks are taking part.

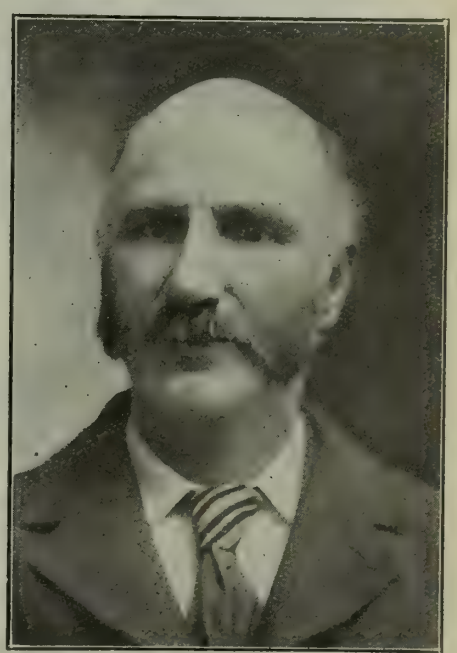
Owing to the two recent big fires in the city, the council is enquiring into the strength and equipment of the fire department, and the matter is now in the hands of the fire and light committee for a report. Some of the merchants are advocating the forming of a volunteer brigade, to act in conjunction with the paid men.

A very handsome display, showing a cosy grate fire, in the window of Hall's plumbing shop, has been much admired.

A note of warning has just been issued by a citizen who was "stung." The citizen showed your representative a sample of so-called "asbestos" covering for lamp wicks. It was sold in his home at 75c by a stranger, who guaranteed it to last three years, and to be a great saving on coal oil. It lasted three nights, and then fell to pieces. The arrangement is simply a perforated piece of thin metal, fitted tightly over the top of the wick, with the aid of a pair of pincers. The light department, as well as the local electricians, deny that they have any connection with the stranger or his scheme.—E. G. B.

GANANOQUE.

Jan. 20.—In the recent municipal elections here James Donevan, hardwareman, was elected mayor after four



MAYOR JAMES DONEVAN, Gananoque.

years' service as alderman and five years before that on the board of education, one of which as chairman of the board. The reeveship is also held by a hardware manufacturer, C. E. Britton, of Cowan & Britton. Mr. Donevan purchased the hardware stock of the Gananoque Department Store Co. in 1902 and prior to that had been in the general store business in the firm

of Britton & Donevan. He has been a resident of the town since 1865.

COBOURG.

Jan. 18.—The car ferry Ontario has arrived in port with twenty-eight cars of soft coal billed for Cobalt. This is the first consignment sent to the northern mining country by this route, but it is learned that more is to follow.

The first train of cars was shunted into the new steel plant here this week with a quantity of material.

M. Jex & Co. have been awarded the contract to erect the smoke stack at the steel works. The structure will be 110 feet high with a foundation laid fifteen feet below the ground. Two hundred and fifty thousand bricks will be required. Excavation commenced this week.

PETERBORO.

Jan. 17.—Harry G. Denne, of the American Cereal Co., Peterboro, is to build a cottage at Stony Lake.

G. Walter Green, who has been operating a foundry and machine works that has grown rapidly during the past few years, has received a charter for his business, which will be known in future as the G. Walter Green Co., capitalized at $100,000, with new officers. They will continue to manufacture mill machinery of all kinds, steam engines, wood and iron pumps, etc.

Simplicity and plainness is apparently one of the features of advertising in some cases. One day this week the Peterboro Hardware Co. put in a window of coal scuttles. The very name is inartistic and devoid of attraction, yet it is safe to say that there was scarce one pedestrian that passed that window without noticing it. The number of sales was a guarantee of the effectiveness of the scheme.

The hard dry weather is the friend and benefactor of the hardwaremen handling hockey sticks. They seem to break very easily in this weather, whereas when the air is damp the demand for new ones falls off appreciably. The numerous teams keep this line of the business brisk.

Webber Turner, of the firm of J. J. Turner & Sons, has sent home to the factory of this city an order from Cobalt for fifty tents to be used by the miners in that district. Most of them are for the prospectors who are going to the new territory at Gow Ganda. They are of special make for use in that district. Larger orders are expected from Mr. Turner in a short time.

The Lakefield Canoe Co. have just shipped a car load of canoes to England and another consignment to the United States. The canoe business in this city is reported brisk and complete staffs are at work. The orders are for canoes and skiffs and not a few launches of different models are in the course of construction.

The accompanying cut shows the interior of the Best Stove and Hardware Company's store. The management is in the hands of several of Peterboro's popular young men and their success has shown that they are aggressive and progressive managers. Their business has advanced rapidly and they now carry a full line of hardware. A special line is the Happy Thought stoves. The business was founded by E. M. Best, who was responsible for the success it attained. He has since devoted his time to Y.M.C.A. work and his brother, Ray P. Best, who was with him in partnership, is carrying on the business with W. D. Campbell, formerly a commercial traveler. Together they are keeping up to the standard set when the business was established.

Interior of Best Stove and Hardware Store, Peterboro.

The franchise of the city streets has been extended for three months to the men who are interested in securing natural gas for Peterboro. They have been unable to obtain a lease of the land desired owing to the refusal of four of the farmers who own a part of it to come to an agreement. Mr. Dettman, of Waynesburg, Pa., is chiefly interested in the proposition together with ex-Ald. R. Leary. The latter went to Lindsay during the week and states that if no agreement is arrived at here, they will devote their attentions to securing land near Lindsay as the same conditions for natural gas are said to exist there.—H. T.

HAMILTON.

January 19.—At the annual meeting of the Board of Trade last Thursday, H. H. Champ, of the Hamilton Bridge Works, who the week previous was the only one nominated for the office of president of the society, was declared elected by acclamation. In his inaugural address Mr. Champ spoke at some length on labor unions. He thought labor unions should be compelled to take out charters of incorporation, so that while guarding their own interests, they should be compelled to assume proportionate responsibility to the manufacturers. He believed that the manufacturers would be safeguarded if they had to deal with incorporated bodies. Manufacturers who had to estimate on the cost of raw material and its development could not safely estimate on the cost of labor because he had no guarantee that the then existing wages will obtain. Another point on which he raised an objection was the equality on which labor unions placed all workmen despite their individual fitness. The result was that most of the manufacturers recognized the unfairness of this rating and therefore had adopted the plan of paying on piece work. Mr. Champ also scored the foreign labor agitators and said they ought to be compelled to confine their agitations to their own countries. Arthur F. Hatch, of the Canada Steel Goods Company, was elected a member of the council of the board.

The will of William J. Copp, for many years head of the well-known stove manufacturing firm of this city, has been probated. He left $56,564.91.

The Hamilton Brewing Association took out a permit a few days ago for an addition to its plant to cost $2,500.

It is understood that the Union Drawn Steel Co., of this city, is negotiating for the erection of a large steel plant in Buffalo.

Some of the local manufacturers are making strenuous efforts to have the annual meeting of the Canadian Manufacturers' Association held here next year. Mayor McLaren has approached Robert Hobson, the president, with a view to enlisting his aid in having the meeting held here. As Hamilton is a large manufacturing centre, it is thought that its claim for the convention is well established, unless some other place has already been promised the convention.

Local merchants and manufacturers are encouraged by the announcement that John Patterson has succeeded in floating his bonds for the construction of the Hamilton, Waterloo & Guelph Rail-

way. It is stated that already the right of way is being purchased. The building of this road would mean a big thing for local business men.

H. G. Rogers, St. John, N.B., has been appointed agent for the Ontario Lantern & Lamp Company for the Provinces of New Brunswick, Nova Scotia and Prince Edward Island.

It is understood that a new post office will be erected in Dundas soon. A Government inspector was in town last week looking for a site for such a building. The cost of the structure is expected to be in the neighborhood of $35,000 and $40,000.

The Hamilton Bridge Works Company has been incorporated with a capital stock of $1,000,000. The incorporators are: Hon. John S. Hendrie, C.V.O.; William Hendrie and Walter B. Champ, of Hamilton; George M. Hendrie, of Windsor, and A. D. Braithwaite, of Toronto,

Nelson Stout, Ruth Street, this city, has invented an automatic trap for rats and all sorts of animals. The trap will set itself after being sprung.

D. L.

GALT.

January 20.—Your correspondent this week had the opportunity of interviewing several hardware travelers (they are quite numerous in Galt at present) each and all of whom had nothing but good to say of the present condition of trade. The hardwaremen, they say, are buying more freely than for some months, which consequently points to a larger expenditure on the part of the general public. Much interior work is going on at present, many new houses being completed, and consequently the demand for paints and oils is brisk. The Down Draft Furnace Company are working full time, and salesmen report a good demand for this firm's excellent lines of ranges, stoves and furnaces.

Local hardware men also report business as being quite satisfactory. W. J. McMurtry, in an interview, said that both his Galt and St. Thomas stores were doing a large business. "By a large business," he said, "I mean a steady business from day to day, not big sales to-day and a large falling off to-morrow." Other hardwaremen interviewed corroborated Mr. McMurtry's statements.

The Canadian Brass Company is doing big things with a large quantity of Chinese coin recently imported from China. The brass is of exceptional good quality and can be put to many uses. Several sample candlesticks turned out have attracted a great deal of attention. They are of massive design and ornamented about the base with the real coins nicely polished.

Negotiations at present under way will probably secure for Galt an industry known as the Champion Potato Machinery Co., of Hammond, Ind. Otto Kloenzer is president of the company, which is about to establish a branch in Canada. The firm manufacture potato cultivating machinery and other farm implements. In all probability the building and machinery of the defunct McVicker Engine Company will be taken over.

There is just a probability that the Edge Tool Factory, recently declared insolvent, will be started again under new management. The officers of the old company are still in charge and are disposing of the manufactured stock. The company turned out an excellent line of goods, were well equipped with machinery and did a good trade, but lack of capital appears to have been the difficulty. It is an excellent opportunity for the proper persons.

During the present year there will be an unprecedented amount of building in Galt. Last year, despite the financial flurry, more than 100 new houses were erected and this year that number will be more than doubled. This means a whole lot to trades of all kinds, and the hardware man and the plumber will come in for a good portion of the benefit.

Sporting goods men are reaping a harvest just now. What with two hockey clubs in town the game has taken on an added impetus. The demand for skates is larger than ever before, while hockey sticks are moving out very rapidly.—B.E.C.

BRANTFORD.

Jan. 19.—A cold snap descended on this city last week, the thermometer dropping to 20 degrees below zero. The result was that gas stoves and heaters were in great demand, and a large number of sales were reported. Gas fittings were also good sellers. This has, so far, been a generally mild winter, and this has had a detrimental effect on the sale of winter goods.

W. C. Boddy, manager of the Standard Bank, has been appointed a director of the Brantford Roofing Co., in place of the late W. G. Elliott.

Watt & Squire show a line of safety razors at a popular price in one of their windows this week. The display attracted a good deal of attention.

The warehouse of the Buck Stove Co., occupied by the Wempel Box Co., was burned out last week. New machinery will be ordered, and the firm will recommence work as soon as possible.

The question of bringing new industries to this city is receiving a good deal of attention here at the present time, and it is expected that with the present energetic city council, something will be done to "Boom Brantford." It is proposed to have an assessment commissioner, who will revise the assessment roll, and place all the factories on a more equitable basis.

A new school will be erected on the site of the old Bruce School in South Dumfries. Tenders for the equipment will be asked for shortly.

The local merchants who were defrauded in the linseed oil shipped to them by a Hamilton firm will organize and secure legal advise. They intend to fight any suit that may be brought against them by the firm or by the railway company.

Stock-taking is in full swing this week among the hardware dealers.

Waterford merchants will recommence closing their stores at six o'clock, except on Wednesdays and Saturdays—

It sometimes comes to pass that after a man has made money the money gets busy and unmakes him.

LONDON.

January 19.—A year ago the ratepayers of London voted the sum of $235,000 for the purpose of establishing a distributing plant for Niagara power, but as yet no steps have been taken looking to construction of the service. As, however, we are promised that the power will be delivered at the city's gates by December next and this city has contracted for 5,000 horsepower per day, it is thought to be time the aldermen were doing something. The London Electric Company, which for years has had practically a monopoly of the electric power business here, is willing to sell out to the city, but as that concern has an expensive power house and generating plant, besides its poles, wires and lamps, it is feared it will ask a price which the city can not entertain. However, before calling for tenders, the aldermen will ascertain what the London Electric is willing to sell for.

Miss A. Stephenson, for some time in the McClary's head office, has been transferred to the Winnipeg office of the company.

The Hobbs Hardware Company's employees have a pretty fast hockey team and on Saturday they contested with the Delaware team for supremacy, the result being a tie—3 to 3.

The destruction by fire this morning of the Globe Casket Works, corner of Dundas and Adelaide Streets, may mean a serious loss to London, as there is a prospect that instead of re-building here the company will make Toronto its future place of business.—F.T.Y.

CHATHAM.

Jan. 19.—At the inaugural meeting of the water commissioners last Thursday night, Mayor Westman, who is by virture of his office a member of the water board, was elected chairman. This is the first time in the history of the board that the mayor has been chosen as presiding officer.

The Canadian Flax Mills Company is a new concern which has located in Chatham, with factory on Thames St. From 12 to 15 men will be employed during the winter, and a new building will be erected in the spring.

A. D. Westman, of Westman Bros., has returned from a business trip to London, Toronto and other eastern points.

A well attended meeting of the board of trade was held last week, when it was decided to invite Hon. Wm. Pugsley to visit Chatham, for the purpose of ascertaining personally the need for the dredging of the Thames and the construction of a turning basin at Chatham. Insurance rates and a number of other matters of interest were discussed.

Leamington is to have a glass factory. This announcement comes as the result of the recent discovery of large deposits of pure silica near Amherstburg. A company is being formed to build a factory in Leamington, the concern going to that town on account of the fact that the Heinz Pickling factory there will be a good customer, in

addition to which the town has a supply of natural gas.

A scheme is being discussed in Leamington for the heating of all the busines portion of the town with the exhaust steam from the electric light plant, as is now done in Chatham by the Chatham Steam Heating Company. The scheme is being received with favor, the town being so compact and the lighting plant so near its centre as to render the laying of the mains a minor matter.

Robert Ross, of Leamington has received the contract for the plumbing in the new Leamington post office.

Thomas Nixon, formerly of Brigden, has launched into the hardware business in Nanton, Alta.

Lorne Handy, employed on J. W. Fleming & Sons' hardware staff at Blenheim ever since the firm started business, has gone into a new enterprise, having purchased the general store of E. J. Buzzard at Erieau. He will take possession Feb. 1.

J. M. Perry, of the Forest Brass Works, contemplates increasing the capital of the concern by turning it into a joint stock company. He has received orders which necessitate enlarging the capacity of the present factory. The concern now has a free building and a ten-year tax exemption.

The Prairie Provinces

Saskatoon Firms Report a Large Trade —Description of New Hospital.

SASKATOON.

January 16.—Richard Gas has been appointed by the Public School Board to superintend the heating system at Alexandra School.

R. G. Clare will re-build his store at Warman, which was recently destroyed by fire.

The city council has decided to place a subway under the C.N.R. tracks at Twenty-Second Street. The railway company will pay part of the expense.

G. G. Taylor's office and sample room containing plumbing goods, was damaged by fire early on Wednesday morning.

Outside work, as far as builders and tinsmiths are concerned, is practically at a standstill owing to the severe weather. The general activity which prevailed amongst the tinsmiths and metal workers all fall has toned down and several hands have been dispensed with for a time. A good season is looked for next year in all lines of business.

A temporary warehouse is under construction in the wholesale section, for J. J. Nicholson, who will represent the Grey Carriage Co. and the Manson-Campbell Co., Chatham, Ont. The building under construction is 40x60 feet, one storey, and will be metal clad. The contractor is F. W. Downs. The firms interested own considerable trackage property here and it is understood that a permanent structure will be put up in the near future. In the meantime goods will be handled from the temporary warehouse. Material for the Cockshutt Plow Co.'s warehouse has been placed on the site and building will commence as soon as the weather will allow.

During this season M. Isbister & Son have installed twenty-five "Economy" hot air furnaces in various residences and buildings throughout the city. Two big contracts completed by the same firm were the sheet iron and cornice work on the city hospital and the post office. On the latter building a copper cornice was placed. Plumbing fixtures were installed in the residences of W. J. Robertson and Mr. Drew, the Royal Hotel and the C.P.R. bunk house at Sutherland.

The Hub Roofing & Cornice Co. report having had a busy season, the whole year's business being fair. Even at this part of the season a considerable quantity of work is on hand. The following contracts were done by this firm: Cornice and metal work on the court house at Battleford; the G.T.P. roundhouse at Biggar, and the G.T.P. roundhouse at Wainwright; new city fire hall; A. McDonald Co.'s warehouse; Rogers' Fruit Co.'s warehouse; Clare & Little, warehouse; Great West Furniture Co.'s block; Alexandra School; Speers & Paul's store; school at Sutherland; school at Aberdeen; fireproofing all windows at the Empire Hotel. McClary's "Sunshine" hot air furnaces were installed in the following residences: J. Coglon, J. Holmes, T. F. Calder, W. H. Cleveland, T. H. Lawson, Mr. Arrand, Dr. G. A. Munroe, and J. Comrie. The A. McDonald Co.'s warehouse was also heated and two furnaces were installed in the Cairns' warehouse, besides a number of repairs and overhauling jobs.

R. E. SCOTT, REGINA.

Hobbs Mfg. Co. Traveler Married at London Last Week.

A hockey team from the Hub Roofing and Cornice Works tried their mettle against a team from the Cairns hardware store. The iron workers downed the hardware men to the tune of 6 to 1.

On the information of the city health inspector, Gordon and Sparling, butchers, were fined for having an unventilated closet oa their premises. A vent pipe has been put in so as to comply with the health by-law.

The annual meeting of the Board of Trade has been fixed for Jan. 18th, when new officers will be elected and other business in connection with the board attended to. At the last weekly meeting of the board the question of the city's coal supply was brought up and it was decided to request the C. P.R. to hurry along a supply now on the way from the western mines. An effort is also being made to reduce the freight rate on coal between here and the Edmonton mines.

The citizens have voted $30,000 for the purchase of grounds on which to erect permanent buildings in which to hold the annual agricultural exhibition. The buildings will be put up this year.

The new $55,000 municipal hospital is all but completed. The contractors were the J. McDiarmid Co. of Winnipeg, and the architect, W. W. LaChance of Saskatoon. The steam heating and ventilating systems, the plumbing fixtures, the cornice work and the sheet metal work was done by M. Isbister & Son, of this city. Two No. 200 Pease "Economy" steam heaters and ventilators were installed. Altogether there are 114 radiators in the building. Some of these are fixed overhead where it has been found inconvenient to place them on the floor. Behind the steam

Interior of M. Isbister & Son's Store a t Saskatoon.

heaters an electric motor and fan are placed, which will be connected with the city power plant. From the fan fresh air will be driven through the heating plant and will be conducted to each room in the building through a large galvanized iron trunk in the corridor of the basement. From the large duct smaller pipes will supply each ward with warm air in the winter months and cool air in the summer. The air, on its way up, passes through a charcoal basket, thus purifying it before entering the rooms. Each room is also supplied with a foul air vent which passes to trunk pipes in the attics and thence through the roof. The four public wards are equipped with three sets of fresh and foul air vents. Floor registers are used in the winter and wall registers in the summer. There are six bath-rooms in the building and eight closets. The closets have flushometer valves connected with a water supply in the attics. The other fixtures are eight lavatories, four clinic slop sinks, four diet kitchen sinks, one butler's pantry sink and one surgeon's sink. The clinic slop sinks are equipped with foot pedals connected with the hot and cold water supply so that nurses do not have to touch the taps with their hands. There is also a jet spray for flushing bed pans, which may be operated with the foot. The Bronx combination waste and supply is used in the bath rooms. The surgeon's sink, at which instruments will be cleansed, is operated by means of a Clover knee action. The plumbing fixtures installed were supplied by J. L. Mott. A 150-gallon boiler in the kitchen supplies some of the fixtures with hot water, while a 200-gallon boiler connected to a garbage crematory in the left wing supplies the others. In the locker room there are eight iron cage lockers where patients' clothes may be kept. A. D. McLean superintended the instalation of the heating system, the plumbing fixtures and the cornice work.—D.G.R.

British Columbia

New Hardware Store at Alberni—Company Organized to Secure By-products of Pine Stumps—Victoria Dealers Sell All Skates in Stock.

VICTORIA.

Jan. 13.—During the past week nearly all building and other outside work has been at a standstill owing to the extremely cold weather.

General trade has been very quiet. There has been a very heavy run on heating stoves of all sorts. There has been more and better skating this year than there has been for many years and as a result there is not a pair of skates on sale in town to-day, all the dealers being entirely sold out and the demand is still very large, many eager would-be skaters having to go away disappointed. The sale of skates this year has far exceeded that of any previous year, some dealers having sold over a gross pairs.

The Victoria Machinery Depot are continually adding the newest and most up-to-date patterns of labor-saving machines to their plant to replace those destroyed by fire last year.

A syndicate of English capitalists has offered, under certain conditions, to construct the pipe line from Sooke Lake to Victoria, and other necessary work in connection therewith, to connect with the city's waterworks system, all ready for the city's consumption. The work will cost about $1,500,000. The city is to pay 5 per cent. on the work as constructed, and is to pay all cost of maintenance and expense of operation. The city, at the end of 35 years is to have the option of purchasing the whole property at cost.

The company making the offer is the Canadian Agency, Limited. The matter is to be discussed at a special meeting of the council and a referendum may be submitted to the ratepayers.—W. B. C.

VANCOUVER.

Jan. 16.—The session of the Legislature which opens next Thursday, will see some important measures come before it, principal of which will be applications for charters for railways in different parts of the province. The indications are that railway building will go on with more activity than ever, and railway construction means good business while in progress and new towns after the lines are completed. Behind the application for a railway between Skidegate and Rennel Sound, on Graham Island, one of the Queen Charlotte group, lies the story of a large enterprise. Leigh Hunt, formerly of Seattle, who made a fortune in Corea, and an English capitalist, have formed a company with a capitalization of $10,000,000 to take over 27,000 acres of coal lands on Graham Island from a Victoria syndicate, and development will be commenced. A fleet of colliers will be established and the operations carried out on a large scale, with the object of supplying the northern coast.

As a relic of the cold snap we have six inches of snow and several hundred water services frozen. About 500 were frozen altogether, and plumbers and city pipe men were kept very busy night and day. The electric thawer of the city prevented a lot of expense and suffering on the part of householders.

The cold had the effect of stopping building operations and work in general. The mines are starting up again after the week's cessation, but until the snow is out of the way building will necessarily be slow. Twenty-four permits were issued last week, valued at $34,540, all for dwellings and additions.

H. W. Petrie, president of the H. W. Petrie, Limited, of Toronto, Montreal and Vancouver, is out here on a business trip. The combined floor space of their warerooms is over 75,000 square feet. Mr. Petrie likes the look of this city so well that he will make his home here for a portion of each year.

CHILLIWACK.

Jan. 16.—The utilization of tree tops, stumps, etc., is the object of many companies, and a new concern is to be established in Chilliwack to use this refuse in the manufacture of charcoal, tar, turpentine, creosote, etc. It will be known as the Canada Chemical and Wood Distilling Company. One hundred and thirty acres of land with timber on it have been secured. The capitalization will be $25,000 and arrangements are being made for an early start in the erection of a building and the installation of machinery.

ROSSLAND.

Jan. 16.—Fire gutted the foundry department of the Rossland Engineering Works, burning a good many patterns and injuring the machine department, with a loss of about $10,000. The brigade had a hard fight for an hour and a quarter, contending with the extreme cold. The water freezing on the machinery prevented the fire from warping it. Wm. Cunliffe, the owner, says he will resume operations as soon as the damage can be repaired.

ALBERNI.

Jan. 16.—A. W. Moore and A. D. Cooper are installing a brick-making plant, so as to be ready for the spring building operations. This town will go ahead with the construction of the line of the C.P.R. here from Nanaimo, on the east coast of the Island, and the man with building materials will find a ready market.

C. A. McNaughton and R. F. Blandy, the latter of whom has been for 18 months clerk for A. E. Waterhouse, have built a new store and will open up a hardware stock therein.

THE PROVING OF GUNS.

The question of the proving of guns has been advanced a stage and the result of the action of the Birmingham and Provincial Gun Makers' Association has been that it has been decreed that no guns shall be admitted into Australia unless they carry with them a certificate that they have been proved with a similar test to the English proof. British gunmakers contend that it is not enough that the gunmakers of America should be able to prove their own guns; they argue that the only satisfactory method is to have legalized proof-houses and guns proved in the usual way.

An auctioneer at Aylesbury, Eng., was fined 1s. with £5 5s. costs, for selling a double-barrelled gun which had not been proved at one of the two proof-houses in Birmingham and London. It was pointed out that the gun was manufactured in America, where there are no proof-houses, and the Proof Act, 1868, provides that such guns should be proved within 21 days of their arrival in England. The defendant pleaded ignorance of the law. The prosecuting solicitor stated that it was often found that such guns were foisted upon auctioneers for sale to the public.

DIVIDING THE LOSSES OF AN ESTATE.

A subscriber writes: "A and B form a partnership, A contributing 75 per cent. and B contributing 25 per cent. of the capital. A, in his will, provided that his interest shall be left in the business in the event of his death, to be under the sole control of B. A dies within a few months afterwards, and B elects to carry on the business. In the articles of agreement the profits were to be divided equally between A and B or the estate of A and B. Business was continued under this arrangement for 15 years, the balance sheets being signed yearly by the executors of A, and were always entirely satisfactory to them. The estate interest decided to wind up the business and forced it into liquidation, and afterwards forced it into court for settlement. They now claim that in winding up the business that the loss of about 14 per cent. on the capital of the two interests must be divided equally between the two interests. I claim that this loss should be divided pro rata with the capital of each. Interests of each at liquidation were both slightly reduced from amounts as standing at the time of death of A."

Remarks: The answer depends upon how the loss of 14 per cent. on the capital is made up. If in this loss are included any expenses of winding up the business, then B pays one-half of such expenses. If, however, the accounts have been correctly kept, and the loss of 14 per cent. represents the difference between the amount of cash put into the business and the amount received in payment for the business, then the division of the assets should be pro rata 75 per cent. and 25 per cent., and B would, therefore, bear only 25 per cent. of the loss. If B were entitled to pay one-half of the depreciation he would be entitled to receive one-half of the assets. If A's executor wishes to establish B's right to a half interest in the capital of the business, they should pursue their present claim. This opinion is given on the facts as presented and on the supposition that B had not altered his position by any definite agreement at the time of commencing the liquidation.—Editor Hardware and Metal.

PUBLIC BUILDINGS.

A new school will be built at Rosthern, Sask.

A new high school will be erected at Dundas shortly.

A new Roman Catholic church will be erected at Ottawa.

A new Presbyterian church will be erected at Sudbury.

The by-law to establish a free library was carried at Mt. Forest.

It is stated that a movement is under way for the erection of a hospital in Hull.

The Kingston post office building is to be extensively enlarged at a cost of $30,000.

Oshawa ratepayers have approved a by-law to erect a high school at a cost of $20,000.

Elora ratepayers have approved a by-law providing for the maintenance of a free library.

The Canadian Pacific Railway have donated a site for a school building at Outlook, Alta.

Talbot Street Baptists, London, are contemplating either the enlargement of their present building or the erection of a new church.

The ratepayers of Strathroy have approved a by-law to provide for the maintenance of a Carnegie library.

The School of Mining at Kingston will ask the Provincial Government to erect a building for mining mineralogy.

E. R. Sims, manager of the Calgary Amusement Co., will probably erect a new theatre building at Edmonton.

Plans are being prepared by Harry J. Rill, Detroit, for an auditorium building at Chatham for the Ursuline Sisters.

The two wings of St. Jerome's College, Berlin, which were recently destroyed by fire, will be rebuilt in the spring.

Plans for the new Calgary fire hall have been completed. The building will be erected on the site of the present Central fire hall. The estimated cost is $42,000.

Tenders are called for the hardware required in the new public bath-house and the new wagon-house being erected at Toronto. Tenders close February 2, and should be addressed to Joseph Oliver, chairman of the Board of Control.

GENERAL BUILDING NOTES.

The International Harvester Co. will erect a district warehouse at Saskatoon.

A new Y.M.C.A. building will probably be erected at New Westminster this year.

A business block will be erected at Victoria by W. & J. Wilson, at a cost of $25,000.

The Kirk & Whitman Clothing Co. will construct a modern brick block at North Sydney.

H. W. Hudson, Prince Albert, will erect a three-storey business block at a cost of $6,000.

Windsor's building permits last year numbered 126, valued at $298,000, an increase over 1907.

McMorine Bros., Richmond, Que., will greatly enlarge their department store by additional building.

Plans have been prepared for an apartment house at Montreal for David Sperber, at a cost of $15,000.

A new central Y.M.C.A. building, to be the finest in Canada, is proposed to be built at Toronto. A fund of $1,000,000 to aid this work will be raised.

Honeyman & Curtis, Vancouver, have prepared plans for the erection of the Canadian General Electric Company's new building to be built there at a cost of $70,000.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Steel Sashes and Casements—In the construction of the newer warehouses, factories, schools and public buildings, steel sashes are coming more and more into use. The expanded Metal & Fireproofing Company, Toronto, has issued a catalogue illustrating their Fenestra steel sash, which already has become standardized in Great Britain and continental countries. It combines a handsome light appearance with great rigidity and strength, and compares favorably with the wooden sash in price, while possessing fire-resisting qualities of great value. The Fenestra can be designed in any style or size with any area of ventilation, and may be hung in a variety of ways to swing inwards or outwards. The company also make Economic and Standard steel casements suitable for banks, offices, residences and churches. These casements are not at all affected by the weather, and may be affixed to wooden, terra cotta, stone or brick mullions or jambs. The design of fittings can be varied to suit individual taste.

Paroid Roofing.—F. W. Bird & Son, Hamilton, are circulating a well-printed little booklet showing residences, factories, barns, railroad depots, etc., the illustrations being backed up by testimonials. For 91 years this company has been making papers and felts but for the past 25 years have given special attention to roofing materials.

Forsyth Calendar.—The Forsyth Mfg. Co., Buffalo, N.Y., makers of the "Wise buyers' line," as they term it, including bath room fittings, squares, cleavers and bicycle accessories, have forwarded a small but artistic calendar, showing a shield containing samples of their goods.

Pocket Dairy.—The James Robertson Co., Toronto, have supplied their customers with a pocket dairy containing blanks for memos for each day, together with several pages devoted to information for painters, postal tables, etc.

Useful Calendar—A handy and useful calendar is that gotten out by the Martin-Senour Paint Co., Montreal. It is of banner size and the figures are large and plain, with the Sundays and holidays shown with double lines. The design on the banner shows a painter looking through a brush and holding a tin of Martin-Senour paint marked "100 per cent. pure." The painter is appropriately called "the man behind the brush." The company's trademark occupies a lower corner.

J. D. Smith, Baysville, Ont., has forwarded to Hardware and Metal a copy of his calendar for 1909, showing the heads of a girl and a horse. It is entitled "Comrades," and it has had a big run this year.

Hardwaremen Bigger Than Their Business

Interesting History of Chatham's New Mayor—Not Yet 40 But a Successful Merchant, an Enterprising Manufacturer and a Rising Man in Public Life.

Enthusiasm seems to be the keynote of the business and municipal career of William Henry Westman, who was on Monday, Jan. 4, elected to the mayoralty of Chatham by a majority of 388. Not yet 40 years of age, Mr. Westman has built up a splendid hardware business in Chatham, in addition to which he has to his credit a term of service in the municipal council quite lengthy for one so young.

Musquash, in the Muskoka district, was Mr. Westman's birthplace, and had he continued to live there, Musquash would probably to-day occupy a substantial place on the map of Ontario, instead of merely exciting a mild curiosity when the name is uttered. For Mr. Westman is pre-eminently an advocate of civic progress and industrial growth, and if Musquash had possessed even the least of natural advantages "Harry" Westman would assuredly have made the most of them. But the future mayor, at an early age, moved to Ottawa and later to Toronto, these cities being associated with his earliest years.

At eight years of age London became his home city, and it was there that Mr. Westman received the major portion of his public school and business education. There his uncle, Mr. A. Westman, was the head of an old established hardware firm, now rounding out its fortieth year in business; and it was but natural that the young man should take up the family trade. Nearly twenty-five years ago, when still in his early teens, he joined his uncle's staff, and he has, with little side interests in a municipal and industrial way, been a hardwareman ever since. And that after a quarter of a century of experience this young man knows hardware all the way from nails to stoves, goes without saying.

Later, in 1895, Mr. Westman set up for himself in Chatham, purchasing the business of Shoemaker Bros., previously conducted by Osman and Frank Shoemaker. This business he carried on alone for three years, when he was joined by his brother, Alfred D. Westman, who has been associated with him ever since under the firm name of Westman Bros. The business conducted includes a large line of general hardware, stoves and tinware, besides plumbing, gasfitting, steam, hot water and hot air heating, and in the 14 years of its existence has grown and prospered.

Mr. Westman is also interested in a couple of local industries. One of these is the Chatham Malleable and Steel Company, manufacturers of children's hand sleighs and similar articles. The other is the Canadian Wolverine Company, the Canadian branch of the Wolverine Brass Company, of Grand Rapids, Mich., manufacturers of brass goods and plumbers' supplies—a concern which located in Chatham in 1907, Mr. Westman being largely instrumental in securing the industry for the Maple City. Of this company Mr. Westman is a shareholder, and a director.

Mr. Westman was not long in business before he was called to enter municipal life. He was elected to the city council in 1903, and has served (with one intermission) ever since then. Besides his five years' service as alderman, he has warmly interested himself in board of trade work. During the

MAYOR W. H. WESTMAN, Chatham.

past two years, his especial talents have found full scope in the post of chairman of the industrial committee of the city council, and he has kept a keen lookout for possible new industries for the Maple City.

Mr. Westman has taken considerable interest in Sunday School and temperance work, as well as in clean athletics, his Young Men's Club at Park Street Methodist Church being the nearest approach Chatham at present has to a Y.M.C.A. "Not yet forty and still unmarried," as he himself laughingly puts it, Mr. Westman has before him a promising future, alike in municipal, business and (possibly) matrimonial life.

Plans have been prepared by J. M. Cowan for the erection of a three-storey apartment house to be erected on McCaul Street, Toronto, at a cost of $10,000.

GET RID OF OLD STOCKS.

Turn your old stock into money. The goods that remain on your shelf day after day, month after month, steadily eat away your profits, besides adding to your taxes and insurance account. In addition, it is costing you in interest market value for the money invested, as well as taking up store room which should be put to better use than the accumulating of chestnuts. There is another point to be considered, and that is the lessening value of the merchandise from the deterioration which is constantly going on from unuse. Put a price on the old goods that will move them and give you some advertising as well. Then you can re-invest the money obtained from their sale in new, up-to-date and desirable goods that will pay you a profit which will go far to recoup the losses you have made on the undesirable merchandise disposed of. This is not a theory, but a practice of the best dealers in the country. No retailer ever became rich by nursing old stock.

The keynote of success in any business is profit. No dealer ever made a great success by simply cutting prices. Goods should be marked judiciously so as to nroduce good average profit. A great many dealers have an idea that to do business successfully and profitably all of a certain kind or class of merchandise should bear the same rate of profit. This is a vital mistake, and the effect of carrying it out would be to fill the store with slow-selling and undesirable stock. Primarily, articles should be marked at prices which will insure their sale, regardless of whether they produce a fair profit or not.

WESTERN GOSSIP.

Bell & Stewart, sheet metal workers, Vancouver, have registered.

H. M. Sheeves' hardware store at Rosebank, Man., was destroyed by fire.

The estate of M. Sutherland, Selkirk West, Man., sold his hardware stock to F. Cook.

G. R. Scuton, hardwareman, Foxwarren, Man., is succeeded in business by Dunlop & York.

J. Walden, hardwareman and plumber, North Vancouver, has sold his business to McMillan & Paine.

Whyte, Orr & Welles, hardware merchants, with stores at Daysland and Hardisty, Alta., have dissolved.

A. C. Gourley, hardware and furniture dealer, Wetaskiwin, Alta., is succeeded in business by N. W. Gould.

Scott Bros., hardware merchants, Lloydminster, Sask., have changed the firm name to The Northern Hardware Co.

Ritz & Zoerger, hardware and implement dealers, Humboldt, Sask., have sold their implement business to McLeod & Russell.

Skelding & Jackson, Neepawa, Man., report business good in their lines of work and are busily engaged installing furnaces in many of the new houses which have been built this season.

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ance knows a whole lot more than some people, and he stands a better chance of making good.

Store Cleaning Time

The Christmas rush is over and hardware merchants will find the next month the most opportune time to make those changes in their stores which they have probably been contemplating for some time.

It will pay you to get your store in good shape before the Spring rush commences.

If you want a new show case or counter and wish to dispose of your old one, first write out a brief description of it, insert in HARDWARE AND METAL and you will no doubt find some dealer between Halifax and Vancouver who is looking for a chance to buy at a reasonable figure the very articles you wish to sell.

Do you want to buy a new desk? A "want ad" will find some dealer who is re-arranging his store and is anxious to dispose of such a desk at a bargain price.

Have you a set of tinner's tools for sale?

Do you wish to sell some old shelf boxes in order that you may replace them with new ones?

Have you a screw cabinet, a wire cloth rack, a rolling step-ladder and all those fixtures which make your store look neat and enable you to give your customers quick service?

There are a hundred little services our "want ad" department can perform for you.

Rates (payable in advance)

2c. per word for 1st insertion.
1c. per word for subsequent insertion.
5c. additional each insertion when box number is required.

Hardware and Metal

Write or phone our nearest office.

MONTREAL TORONTO WINNIPEG

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENCIES WANTED

Manufacturers of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

BUTTER TUBS—Manufacturers' agent in Winnipeg, excellent connection with jobbing trade, desires to represent manufacturer of wooden butter tubs. Box 1, HARDWARE AND METAL, Winnipeg. (6)

WE WANT TO SELL YOUR GOODS—Canadian and American established firms wanting resident selling agents for Canada write A. H. & R., Manufacturers Agents, 1757 Queen West, Toronto. (6)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENTS WANTED with good connection with hardware trade to handle a specialty which has had a good sale with hardware men and booksellers and stationers in the United States. The line has already been introduced to the bookseller trade in Canada, but separate agents are wanted for the hardware trade in Montreal, Toronto and Winnipeg. Apply, stating agencies you now have, to Box 779, HARDWARE AND METAL, Toronto. (6t)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

BUSINESS CHANCES.

Does your business need more money? Would you like to secure an active or silent partner? An outlay of 50c. or $1 for a small ad. under the heading, would probably put you in touch with the right man.

PATENT NOTICE—The owners of Canadian Patents Nos. 95125, 95126, 96650 and 102647, for improved processes for working silica glass and making articles out of fused silica, and for an improved furnace for working silica, are desirous of finding Canadian manufacturers who will take a license under their patents. The processes are being satisfactorily carried out in Great Britain and a considerable number of articles are being made and sold. Applications for licenses may be addressed either to THE THERMAL SYNDICATE, Ltd., of Neptune Bank, Wallsend-on-Tyne England, or to OWEN N. EVANS, Solicitor of Patents and Expert, Merchants' Bank Building, Montreal, Canada. (5)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

ESTABLISHED tinsmith and furnace business for sale in best building district in Toronto. Have installed 216 furnaces in season of 1907-1908. Reasons for selling, leaving the city. A full set of tools and machines. Cheap rent. Have 25 furnace contracts already signed for 1909. Apply Box 780, HARDWARE AND METAL, Toronto. (4)

HARDWARE BUSINESS FOR SALE in one of the finest farming sections of Ontario. Two railways. Stock about $4,500. Good reasons for selling. Address Box 782, HARDWARE AND METAL, Toronto. (11)

HARDWARE, tinware and furniture for sale.—Stock between five and six thousand. Doing a good business. Good reason for selling. Apply Box 781, HARDWARE AND METAL, Toronto. (7)

BUSINESSES WANTED.

The business of your next door neighbor may be for sale, and you would not know anything about it. The only way to get replies from the trade everywhere, is to advertise in a paper which reaches the trade everywhere in Canada.

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insert on. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of gasoline lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

IT PAYS FOR ITSELF—The money you are now losing because you haven't a National Cash Register, would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, Ont.

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

TECHNICAL BOOKS

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid, The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

ELBOW CHART FOR TIN AND SHEET-IRON WORKERS—This chart is one of the most practical and convenient systems offered for drawing accurate patterns. It gives and rise of the miter line of elbows of any diameter and number of pieces for any angle, and is adapted to the wants of tinners, boilermakers and other workers in sheet iron and in heavy metals. Size 11 x 14 inches. On heavy Manilla paper. Price 50 cents. MacLean Publishing Co., Technical Book Dept, 10 Front St. E, Toronto.

HOW TO WRITE SIGNS, TICKETS AND POSTERS, by Paul N. Hasluck.—Practical handbook giving the general principles of the craft. Contents are: Formation of Letters, Stops and Numerals; Sign Writer's Outfit; Making Sign-Boards and Laying Ground Colors; Simpler Forms of Lettering; Shaded and Fancy Lettering; Painting a Sign Board; Ticket-Writing; Poster Painting; Lettering with Gold, etc. Price 50 cents. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from $1,000 to $10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn $100 to $500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 238, NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Room 511, Union Bank Bldg, Winnipeg.

Winnipeg, Jan. 19.—The sharp, cold weather has given place to a strong wind from the south that is blowing something of a blizzard, but is very mild. Railway traffic is being delayed to some extent, but nothing serious is anticipated. Further west, in Alberta, the sudden rise in temperature is a great relief as the continued extreme cold was very bad for stock. Fortunately there was not much snow at the time, so that forage was not covered and the cattle when they ventured from the shelter of bluffs and sheds were able to get plenty to eat. This puts matters on a very different footing to what they were two years ago when the snowfall was heavy and followed by very cold weather.

One of the surprises to people arriving in Winnipeg is the fact that during the very coldest days we have had this winter, the erection of the structural steel has proceeded steadily on the new Union Depot for the C.N.R. and G.T.P., several thousand tons having been put in place in the past two weeks. This is not the only building on which steel is being erected during the winter months, but it is the largest.

A real estate deal of more than usual interest went through during the week. This was the sale of the northwest corner of Lombard and Rorie Streets to the Great West Life Company. The block sold was 100 feet square and the price was $1,000 per foot. The price was nothing out of the way, though it is a good one, but the old and extremely ramshackle building that now occupies the premises was, in the days that have gone by, the home of Winnipeg's first Post Office. At that time Lombard Street was known as Post Office Road, and this building was marked No. 16 on the very crude little map which appears in Begg's "Ten Years in Winnipeg," which is now out of print.

The property mentioned is right across Rorie Street, from the new Grain Exchange, and as soon as possible in the spring the Great West Life will commence the erection of a handsome three storey re-enforced concrete office building for their own use. History repeats itself, for in the days when the Red River was the chief means of communication Lombard Street, or Post Office Road, was one of the business centres. For years all business drifted away from it, excepting of the poorest and most peddling kind, and now business is going back to it by leaps and bounds. A few years ago one of the largest cold storage and creamery plants was erected at the foot of the street close to the river, and transfer tracks; next came the Kemp Manufacturing Company; then the Great West Wire Fence Company; then Telfer Bros., biscuits, and MacNab & Roberts, manufacturers' agents, all erecting fine brick and concrete buildings; last year the Winnipeg Grain Exchange and now the Great West Life Assurance Company. Each additional business planted on this street has witnessed a substantial increase in the prices paid for real estate.

To Erect Sub-Station.

Another real estate deal that carries with it much more than the mere transfer of a block of land at a good figure, is the purchase by the Canadian Pacific Railway just north of Portage Avenue on the spur track of the Great West Development Company on the Western boundary of the city of a large block. This site has been secured by the railway for the purpose of erecting a substation for freight. The C.P.R. has bought the spur as well as the land along it, and this purchase and the erection of the freight sub-station is necessitated by the rapid development of manufacturing of various kinds in that part of the city. In addition to a number of factories already in the neighborhood several large industries have under consideration plans for the erection of buildings next spring. Four years ago this section of Winnipeg was open prairie, and now it needs a sub-station for freight. The matter needs no comment.

A Romance in Wheat.

A new and very interesting development in the culture of winter wheat has come to light in Alberta.

It is some 25 years ago that Francis Wilcock, formerly of Ontario, made the first attempt at growing winter wheat in Alberta and the experiment was made at Pincher Creek. Mr. Wilcock farmed for a time in Manitoba, and having decided to try his fortunes in the then just opening Territory of Alberta, sold out his Manitoba farm and went to his old home in Ontario for a visit before starting for the further west. When he reached his old home, fall wheat cutting was in progress. It was some years since he had seen fall wheat, and struck with the beauty of some of the heads—the variety was Dawson's gold chaff—he plucked them and put them in his pocket intending to show them to his wife when he reached the house. His attention was taken by something else and he forgot about the wheat. The coat was packed hastily when the time came to leave and the wheat was still in the pocket. When he reached Alberta it was about the middle of August, and coming across the wheat one day, he thought he would try it. There was a little patch that some previous occupant had used for a garden. This he dug carefully and planted the grain taken from the three or four heads. The wheat came up quickly and showed a fine, strong growth, but one morning he found that the gophers had eaten all but about a dozen stalks. Over these he placed a puncheon that had held the family crockery on its trip, having first removed the bottom. This preserved the few stalks, and the next spring it came up all right, and in due time was reaped and rubbed out by hand. It was sown again that year and from this small beginning has come the fall wheat industry of Alberta. A great many Americans, and, alas, a great many Canadians, continue to delight in attributing the first growing of fall wheat in Alberta to the Mormons. This is the true story.

But to return to the present developments. With the passing of the years and the increase of farming, came the introduction of Kansas Turkey Red wheat into Alberta. The first seed was brought in by the C.P.R., and was distributed for experiment in 1899. It was an almost immediate success. It seemed as if Alberta had been waiting for Turkey Red. The writer has a sample taken from the first car of seed brought in and a sample of the wheat raised from that seed on the second crop, and it is hard to realize that the two are the same variety of wheat. Not only are the berries large, and more uniform, but they have attained much of the flinty appearance so characteristic of Red Fyfe and not in appearance only, for Turkey Red grown in Alberta is nearly as hard again as Turkey Red grown in Kansas. And now comes the crux of the story.

While Turkey Red in Alberta has been forging ahead, giving large yields, increasing in density and in beauty of appearance, Turkey Red in Kansas has been growing steadily behind until that State is confronted with the necessity of getting seed from outside or going out of the wheat raising business. The eyes of the farmers of Kansas have turned to Alberta as a source for good seed, and one of the big commission houses of that State sought the assistance of the C.P.R. land department. The commissioner, Mr. Griffin, furnished them with an average sample, and this company has reported that in their opinion this is the very best seed that Kansas can procure. Of course the duty at the present time is prohibitive, but the farmers of Kansas are making a most strenuous effort to have Congress view this need for good and pure seed in the right light, and to have regulations that will permit of Kansas securing seed from Alberta to take the place of what has so completely run out.

Hardware Markets.

While business is more active than in January of last year there is nevertheless the usual after-holiday lull and the cold weather during the first half of the month did not help business any. Travelers are all on their routes again and the outlook for spring business is most encouraging.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base: plain galvanized, wire, 6, 7, and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12,

The Derry Oak

A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

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Wholesale Hardware
EDMONTON, ALTA.

G. F. Stephens & Co., Limited
WINNIPEG AND CALGARY

The largest distributors of **BRUSHES** in Western Canada.

Jobbing Headquarters for

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English Solid Back Scrub Brushes
Fine Varnish Brushes
Ridgley Trimmers
Paper Hangers' Tools

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P.S.—We also ship all orders for Brushes the same day as received.

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IT IS NOT POSSIBLE

to secure all the heating contracts in your locality,

BUT WITH THE AGENCY

for a strong line of Furnaces and Boilers, backed by a reliable manufacturer, you can book the good contracts—The CONTRACTS THAT BUILD UP SUBSTANTIAL PROFITS—

Ask for our Agency Proposition

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

$3.30; No. 13, $3.40; No. 14, $4.25 ; No. 15, $4.75 ; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.50; No. 2 and larger, $4.25, snowshoes, No. 0 to No. 1, $4.75, No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85, No. 2 and larger, $4.60.

HORSENAILS—MRM, cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg.

PRESSED SPIKES—¼x5 and 6, $4.60; 5-6x5, 6 and 7 $4.25, ⅜x6, 7 and 8, $4.10, 7-16x7 and 9, $4.00, ½ x 8, 9 10 and 12, $3.90, ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10 ; brass, 75c ; round head, iron, 80 ; brass, 70 ; coach, 65c.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55 ; bolt ends, 52½; sleigh shoe, ⅜ and under, 55 ; 7-16 and over, 45 ; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 per cent. copper ; No. 7, 29c; 8, 29½c; 9, 30½c ; 10, 31¾c ; 12, 34c. Copper burrs, No. 7, 39c ; 8, 40c ; 10, 43c ; 12, 46c. Copper rivets and burrs : No. 8, 30½c; 9, 33c per lb.

COIL CHAIN—¼, $7 ; 3-16, $5.50 ; ⅜, $4.90 : 7-16, $4.70 ; ½, $4.40 ; ⅝, $4.20 ; ¾, $4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15 ; No. 1, $1.90 ; 2, $1.60 ; octagon, extra, $2.30 ; 1, $1.60.

AXES—Bench, 40 and 5 ; broad, 5½ to 7½ ; $21 per dozen ; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25 ; Black Diamond, $9.25 ; Standard flint edge, $8.50; Copper King, $8.25 ; Columbian, $9.50 ; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75 ; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½ ; other lines, 75 p.c.

BLOCKS—Steel, 35 ; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75 ; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $9.25 ; 7-inch, $10.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned, 70; plain, 75 and 2½ ; pieced, 25 ; japanned ware, 35 ; Famous enamelled ware, 50 ; Imperial, 50 and 10, one coat, 60 ; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5 ; Diamond, 50; Granite, 60 p,c.

GALVANIZED WARE—Pails, 37½ p.c. Other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9 ; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼c; pure manila, 13¼c; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c ; Victoria, plain, 70c ; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c ; Victoria and Jubilee, tarred, 86c ; Triumph and Joliette, tarred, 84c ; Cyclone, tarred, 78c ; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20 ; galvanized, $4.30; 26. $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5 ; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50 ; 12 smokeless, chilled, English, $24 ; Canadian, $23 ; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.25 ; chilled, $6.60 ; buck, $6.95 ; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75, sleigh shoe steel, $2.75; spring steel, $3.25 ; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop. $13.

PIG LEAD—$5.50. Lead pipe. $7.

SHEET ZINC—Casks, $8 ; broken lots, $8.50.

COPPER—Planished copper, 29½c per pound ; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9 ; 1½. $10.75 ; 2, $14.40 ; 2½, $24.40 ; 3, $31.50; 3½, $39.50; 4, $45 ; 4½, $52; 5, $58; 6, $75. Galvanized ; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 55 ; nipples, 70; classified malleable fittings, 25 ; malleable bushings, 50 ; malleable unions, 55 p.c.

GALVANIZED IRON — Apollo, 16-gauge, $4.15; 18 and 20, $4.40 ; 22 and 24, $4.65; 26, $4.65; 28 $4.50; 30-gauge or 10¾-oz., $5.20 ; Queen's Head, 20, $4.60; 24 and 26, $4.90 ; 28. $5.15.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50; ½ box, $6; IXX, full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $9.

CANADA PLATES—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4 ; 8 inch, $4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c ; Capital cylinder, 59 and 54c ; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c ; Ruddy harvester, 30c ; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c ; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c ; Starlight, 20c ; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

PAINTS AND OILS — White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c: turpentine, bbl. lots, 65c. Linseed oil, raw, 68c : boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Jan. 22.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25 ; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

HORSENAILS — M.R.M., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85 ; brass, 75 ; round head, bright, 75 and 10 ; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c. ; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55 ; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c ; pure manila. 15c.

BUILDING PAPER—Plain, 62c per roll ; tarred, 78c per roll.

LINSEED OIL—Boiled, 78c ; raw, 75c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65 ; 12, smokeless, chilled, English, $25; 10, $29 ; 12, Canadian, $24; 10 Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90 buck, $8.30; 28 ball, $8.70 ; powder, F.F., Hamilton, $5.25 per keg.

A very pretty event took place in London on Thursday, Jan. 7, when R. E. Scott, Regina, representative of the Hobbs Manufacturing Co., London, joined the ranks of the benedicts.

The young couple were the recipients of a large number of valuable presents, among which was a handsome silver tea service, presented by the employes of the London, Toronto and Winnipeg branches of the company. Mr. Scott, in acknowledging the gift, made a speech lasting almost an hour. He enjoys the acquaintance of a large circle of friends in the West, and no doubt they will appreciate the increased responsibility which he has taken upon himself.

G. R. Nimmo, representing the Canada Paint Company, Montreal, between Montreal and Toronto, is at present taking charge of the ground in Nova Scotia and New Brunswick usually covered for the company by James Craig, the latter unfortunately being ill.

Sheet Metal Building Materials

Cornices, Skylights, Ventilators
Finials
Corrugated Iron, straight or curved
Metallic Shingles, Siding, Coiling and Lath
Fireproof Windows, Shutters and Doors
Pressed Zinc Ornaments

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RELIABLE GOODS ONLY—NO CHEAP TRASH

The Metallic Roofing Co., Ltd.
Manufacturers
TORONTO WINNIPEG

ROSS BROS.
LIMITED
WHOLESALE HARDWARE

Your customers want

Baling Wire

We have a large stock and solicit your orders.

EDMONTON, ALBERTA

When writing advertisers kindly mention having seen the advertisement in this paper.

Letters from the Sales Manager.

The Lion's Share of the Business.

Messrs. Barry & Butler,
Allentown, P. Q.

Gentlemen:-

I am glad to hear that you have accepted the Sherwin-Williams agency. Your goods are being shipped today.

From this time forward I shall do everything possible to make the association mutually pleasant and profitable. We will immediately start our system of advertising and personal selling helps working to direct all possible business to your store. Our plans for helping our agents move the goods from their shelves are so strong and have produced such excellent results, almost without exception, for agents who have co-operated with us closely, that I am confident we can help you to get and keep the lion's share of the paint business in your locality, if you will work with us enthusiastically.

We are enclosing price list and discount sheet, and are forwarding with your order a supply of color cards, together with a liberal assortment of advertising features for counter distribution and display purposes.

Again assuring you of our desire to assist you in every way and thanking you for your order, I am

Yours very truly,
C. C. BALLANTYNE.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: Toronto, Ont., and Winnipeg, Man.
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"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.

GLASS OF EVERY DESCRIPTION

And for every purpose—large and well equipped ART GLASS PLANT.

GLAZIER'S SUPPLIES—Diamond Point Drivers, Points, etc.

THE
Winnipeg Paint & Glass Co., Ltd.
CALGARY - WINNIPEG

Cutting Patterns in the Tin Shop

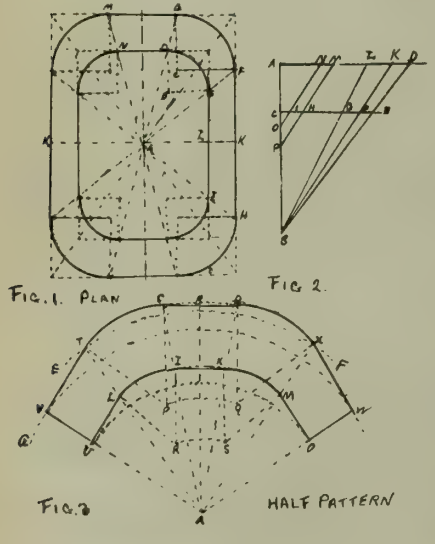
Readers of Hardware and Metal Are Requested to Make Use of This Department—Questions Regarding Patterns Will Be Answered By Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

PATTERN FOR OBLONG PAN.

To describe a pattern for an oblong pan, with round corners, tapering more at the ends than at the sides. Let Fig. 1 be the plan. Draw the larger rectangle and the diameter lines, also the diagonals, and from the diagonals draw the four lines showing the width and length for the bottom.

From C as centre, describe the quarter circles (any size required) for the corners as G F and from the points G and F draw lines to the centre A, which will give a proportionate size for the corner of the bottom, as shown by the curve D E drawn from B as centre.

To obtain the radii required in Fig. II., draw A B and A D at right angles. Let A C equal the upright depth required, from C draw C E parallel with A D. Take the lengths A G, A F and A K (Fig. 1.) to A D, A K and A L (Fig. II.) also the distances A D, A E and A L (Fig. 1.) to C E, C F and C G (Fig. II.) and draw lines from the



points D E, K F and L G to cut the perpendicular line A B at B (all cut at one point). Take the lengths from C to G and B to D (being the radii of the corners) and carry them from A to M and A to N and draw the lines M P and N O parallel with K F. Draw the perpendicular line A B (Fig. III.)

Take the lengths of B D, B K, B L (Fig. (II.) as radii and from A as centre describe the curves C D, E F and G W (Fig. III.), also take the radii B E and B G and from the same centre A (Fig. III.) draw the curves I K and U O. Then carry the length M G (Fig. I) on the curve C D (Fig. III.) and draw the line C A, D A and C D.

From the points C D I K draw perpendicular lines as C P, D Q, I R, K S. Take the length P M (Fig. II.) and carry the same from C to P and D to Q (Fig. III.), also take the length O N and mark off the same from I to R and K to S. From P and Q as centres and P M radius strike the curves C T and D X to meet the curve E F, draw the lines T P and X Q, also the lines T A and X A. From R and S as centres and with O N as radius describe the curves I L and K M.

Now take the distance from F to K (Fig. I.), and mark off the same distance from T to V on the curve G, also the same distance from X to W and draw lines from V to A and W to A. Draw the lines from T to V and from X to W, also L U and M O, which forms one-half of the pattern.

Edges must be allowed.

W. M. M.

MUST KNOW YOUR GOODS.

"I find it absolutely necessary in handling ranges to have an exclusive agency for a trade-mark range and be thoroughly familiar with the line we carry, as well as our competitors' lines," said a successful hardware dealer the other day. "To sell stoves requires more talking on the salesman's part than it does for the traveling men to sell merchandise to a buyer. The stove salesman must be enthusiastic over the line the buyer has bought for him and must feel that he has the right goods at the right prices.

"A woman looking for a gas or steel range is not going to purchase the first stove she looks at, but will look around and shop in every store she can before she makes up her mind. The stove that is not fully explained stands no chance of being sold except at a ridiculously low price. Stoves are sold by furniture houses and department stores, and the gas companies advertise gas ranges extensively, all of which makes it a hard proposition for the hardware store to compete with the others without expert salesmanship and the right goods suitably priced.

ADJUSTABLE PIPE ELBOW PATTERN.

A machine designed for laying out pipe elbow mitres, and one that should prove useful to tinsmiths, is the McDonald Adjustable Pipe Elbow Pattern recently patented in Canada and the United States and put on the Canadian market by W. H. Johnston, New Glasgow, N.S. The machine is in two parts and is made in three sizes. By the use of this pattern machine the mitre for any angle from zero to 90 degrees for an elbow in any number of pieces can be accurately determined in a few seconds without the use of drawings or sheet metal patterns. The device does away with the necessity of trimming, and the makers guarantee the pattern machine to do the work properly. The machine is finished in dull nickel, is strong and durable, and with ordinary care should last a lifetime. The time ordinarily consumed in laying out pipe elbow mitres is saved by using this pattern and the money so saved in a year by doing away with this waste, say the makers, will more than pay for the machine.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Smallwares—"Subscriber," Brantford, asks for the maker of Allwyn folding go-carts, also for makers of lines for 5, 10 or 15-cent counters.

Allwyn Mfg. Co., Toledo, Ohio, make the go-cart. Canadian tinware manufacturers; Ontario Novelty Co., 7 Scott St., Toronto; and the Parker Wire Goods Co., Worcester, Mass., are concerns which might be written to for suitable lines for bargain counters.—Editor.

Telephone Supplies—D. Mistele, Rodney, asks for the addresses of makers of telephone supplies.

The following manufacturers of telephone goods have offices at Toronto: Canada Machine Telephone Company, Duncan St.; Norton Manufacturing Company, 84 York St.; Dominion Telephone Manufacturing Co. and Swedish-American Telephone Company, 157 Bay St.; Stromberg-Carlson Telephone Manufacturing Company, 109 Victoria St.; Electrical Specialties, Limited, 12-16 Shuter St.; and the Citophone Co., 134 John St.—Editor.

Plaster of Paris—A. S. Hunter, Durham, Ont., asks for the address of the manufacturers of plaster of paris.

The Albert Manufacturing Co., Hillsboro, N.B., are manufacturers and the Ontario Lime Association, Toronto, jobbers in lots of carloads or under.—Editor.

Copper Coil—Bowes, Jamieson & Co., Hamilton, ask for the names of manufacturers of copper coil for hot water heaters.

The James Morrison Brass Manufacturing Company, Adelaide St. west, Toronto; Booth Copper Co., 115 Sumach St., Toronto; and the Canadian Seamless Wire Co., 71 Adelaide St. west, Toronto, are makers of these goods.—Editor.

Gas Stoves—Mahoney Bros., Guelph, ask for the address of the Standard Lighting Co., makers of gas stoves.

The above concern is located at Cleveland, Ohio.—Editor.

"DOMINION CROWN"

POLISHED SHEETS
POLISHED CANADAS.

Best Quality and Finish

STOCK AND IMPORT.

A. C. LESLIE & CO.,
LIMITED

MONTREAL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED

GUELPH, ONT.

IVER JOHNSON
SAFETY AUTOMATIC
REVOLVER

We point to the difference between the positively and absolutely safe Iver Johnson Safety Automatic Revolver and the imitation near-safeties. *They* have some device *added to* them to make them near-safe. The safety feature of the Iver Johnson *Safety* is the firing mechanism itself—not some spring or button device to pull or press. That is why you can, in perfect safety—*not* near-safety—kick it, cuff it, knock it, or

HAMMER THE HAMMER

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

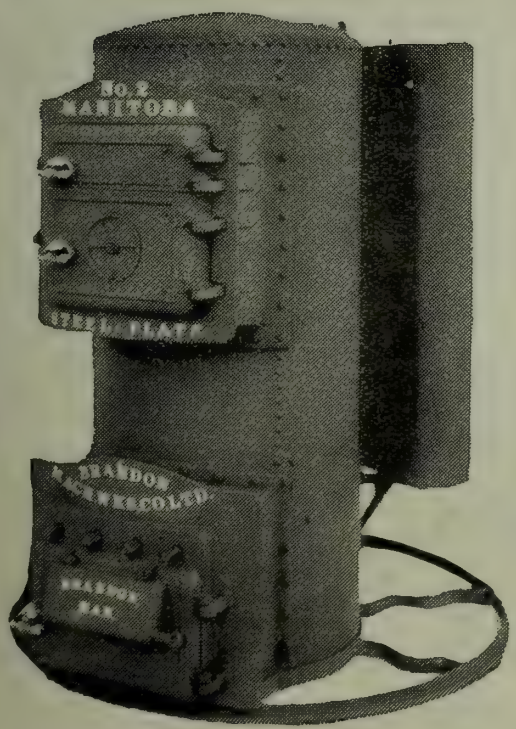
These are not premium goods. They are sold straight. ADVERTISED in all the big magazines and sportsmens' periodicals, but never sold by mail where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.

Hammer the Hammer
Accidental Discharge Impossible

IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.
Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.
IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES

Hammer the Hammer



This Furnace was made specially for the West

Western people have been looking for a furnace that will burn economically and satisfactorily Souris coal and other grades mined in the West.

The Manitoba Steel Plate Furnace

will burn this coal and thereby save the consumer 25 to 40 per cent. on his fuel. Don't take our word for it. Ask us and we will be pleased to show you how and why.

We want a hardware man as agent in every western town

The Brandon Machine Works Co., Limited

Brandon, Manitoba

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Collingwood Shipbuilding Co. intend to greatly enlarge its plant at that place.

The Toronto Railway Co. will build new car barns to accommodate a hundred cars.

Philadelphia interests are said to be urging the Polson Co. to double its shipbuilding yards at Toronto.

Toronto and Philadelphia capitalists are reported as going to build a shipyard and drydock at Sandwich.

Work on the new Thunder Bay elevator at Port Arthur has commenced and a great many men are employed.

The first trainload of material for the new steel plant at Cobourg was shunted into the yards of that concern this week.

Alberta, Saskatchewan, and Manitoba are said to have agreed to build and equip a number of publicly-owned grain elevators in the West.

The Trinidad Telephone Co. is a new concern which intends to manufacture telephones and electrical instruments and appliances at Halifax.

A large deposit of silica has been found at Amherstburg and it is probable a glass factory will be established at Leamington in consequence.

Municipal Undertakings.

A gas plant for Fort William is again being brought to the front by the City Council.

Renfrew ratepayers have approved a by-law to expend $5,000 upon sewer extensions.

The ratepayers of Galt have approved a by-law to raise $12,000 for electric light extensions.

The ratepayers of Stratford have carried a by-law to spend $25,000 on sewage disposal works.

The ratepayers of St. Thomas have approved a by-law to raise $40,000 for septic tanks for city sewage.

The by-law to provide for the cost of a new filtering basin for the Meaford waterworks has been carried.

The Canada Iron Corporation, Fort William, was awarded a contract for 12,300 feet of 18-inch water main for that town.

Winnipeg has declared for a municipal power plant and work will be commenced at once on a plant on the Winnipeg River.

The Ontario Railway and Municipal Board have approved a by-law to raise $28,000 for sewer construction at Fort Frances.

A. F. Macallum and T. Aird Murray, consulting engineers, Toronto, are preparing plans for the instalation of the proposed sewerage system in New Toronto.

A company of U.S. men propose drilling for gas in the vicinity of Peterboro and wish to get a franchise from that city and from Lindsay for the supply of same.

John Gunn & Sons, Winnipeg, have the contract at $779,100 for the general works at Point du Bois, in connection with Winnipeg's power scheme. The Northern Aluminum Co., Shawinigan Falls, has the transmission line aluminum cable contract at $148,050, and the steel towers contract goes to the Manitoba Iron Yorks, Winnipeg, at $87,500.

The Ontario Power Company are preparing plans for the construction of a new pipe line to increase their capacity of electric power by 65,000 horse power, and work will be commenced early in the spring. The work is made necessary to handle the contract with the Hydro-Electric Commission. The tunnel will be of steel, lined with concrete, and will be 30 feet in diameter and about a mile in length. The work will cost over three-quarters of a million dollars. With the new line the company will be able to develop 180,000 horse power.

Railway Development.

The G.T.P. will run regular through trains between Winnipeg and Edmonton in the spring.

The Sydney-East Bay Electric Tram Railway will build seventeen miles of road this year.

The T. & M. O. propose tapping the Elk Lake and Gowganda districts by a branch line this spring.

The Canadian Northern will construct a line from Macleod to the Great Northern Railway at the Montana border.

The Prince Albert & Hudson's Bay Railway is applying for permission to construct a line from Prince Albert to York Factory.

Fort William is asking the Provincial Legislature to sanction a debenture by-law for $170,000 for the extension of the street railway system.

The Eastern Ontario Counties Electric Belt Line Railway propose to connect Cornwall, Brockville, Morrisburg, Winchester and Ottawa with a line this year.

An electric railway is proposed to be built between Cobourg and the Kawartha Lakes, and another from Cobourg to Havelock. Each line will be 30 miles long.

The Canadian Northern and the G.T.P. will build 700 miles of road in Saskatchewan this year, the Provincial Government guaranteeing $13,000 per mile.

Malcolm McPherson, Freelton, Ont., has been appointed by John Patterson, Hamilton, to buy the right-of-way from Freelton to Guelph for the projected electric road of the Hamilton & Guelph Railway, of which Mr. Patterson is the promoter.

The St. Mary's & Western Ontario Railway is applying for permission to construct lines from Woodstock to Brantford; St. Mary's to Stratford; St. Mary's and Exeter branch to Guelph, and Goderich branch, and from Exeter to Grand Bend.

Public Buildings.

Ashbury College, Ottawa, will be rebuilt on a new location this year.

The Ottawa Separate School Board propose to build two new schools this year.

Chas. Bernier has prepared plans for the erection of a school at Montreal for the Catholic school commissioners at a cost of $60,000.

The ratepayers of Waterloo, Ont., have carried a by-law to raise $15,000 for the building of a ward school and $3,000 for the erection of an isolation hospital.

Toronto ratepayers have approved a by-law in favor of a grant of $50,000 to each of four hospitals—the Western, Grace, St. Michael's and the Home for Incurables. This money will be used to extending the buildings.

General Building Notes.

Calgary expects a building boom this year.

James Ince will build a $10,000 residence at Toronto.

A new $400,000 hotel is proposed to be built at Montreal.

The Sun Life Assurance Co. will erect a large office building at Montreal.

The Robert Simpson Co., Toronto, will erect a large brick and stone stable.

W. H. T. Stevens, Toronto, will build three pairs of dwellings at a cost of $10,000.

J. S. Mitchell will build a large business block at Sherbrooke, as will also H. C. Wilson & Sons. McKenna Bros., of the same place, will erect a new store, and a number of residences will also go up.

New Companies.

Electric Railway Supplies, Toronto; capital, $40,000; to manufacture railway supplies. Incorporators, S. Johnston, W. N. Tilley, A. J. Thomson, all of Toronto.

Canada Fertilizer Co., Montreal; capital, $175,000; to manufacture and deal in fertilizers. Incorporators, E. M. Sliney, B. Stevens, R. E. Waggaman, all of Montreal.

Ontario Metal Culvert Co., Guelph; capital, $55,000; to make metal culverts and galvanized products. Incorporators, R. W. Gladstone, D. Gladstone and H. B. Sharman, all of Guelph.

McIntyre & Taylor, Toronto; capital, $20,000; to manufacture and deal in merchandise composed of wood, cement, oils, metals, etc. Incorporators, E. C. Ironside, H. Riley, R. R. Perry, all of Toronto.

The Berlin Central Heating Co., Berlin, capital, $80,000; to construct and operate works for production of steam, hot air or hot water, for power and heating purposes; also to distribute natural gas. Incorporators—J. D. Moore, P. S. Lantenschlager, C. H. Doerr, all of Berlin.

News of the Paint Trade

PAINT MANUFACTURER HELPS.

If a hardware dealer were only to set himself down to consider seriously the ever-occurring question of how to sell paints successfully, he would be astonished to find how easily the problem can be solved. Many merchants seem to look upon their paint department as something totally different from their other hardware lines, and to ignore the fact that the policy pursued in pushing sales in one direction would be equally successful in the other. Why there should be any perplexity as regards the pushing of paints we cannot understand. In fact, at the outset the paint department is much more advantageously placed than, say, the builder's hardware, or any other branch, because the merchant is so thoroughly helped by the manufacturer. He can not only supply himself with any amount of attractive advertising matter, artistic hangers, colored plates, and so on, but most paint houses go to the extent of publishing hints as to how the dealer can best work out a selling campaign, and are ready to back him up with the advice born of long experience and knowledge. The manufacturer does his share, and more than his share, in helping the dealer.

The paint department, therefore, starts out with this great advantage. Now if the dealer only follows out the progressive policy we presume he pursues in his other departments, the selling of paint should be easy. Many merchants stock their paints in a back portion of the store, probably in a place where there is little light. Does he place his builder's hardware there? No. Then why the paints? In the old days of oil and lead there might be some reason for that; there is none now, when ready mixed paints are put up in such clean and attractive form. Place the paint department, then, where attention is easily directed, and where the hangers and show cards get the greatest benefit of the light, so that a customer, in entering the store, may see the colored plates of artistic house painting and be struck with a desire to have his own house look as well.

Then the paint department should be given a fair share of window space. Many merchants seem to think that paints do not lend themselves to display. Nothing is further from the case. With the various colored labels, tins, sets in pyramidical form or in any other design look extremely well, and with the help of hangers of beautifully painted houses, the passer-by is probably more quickly attracted than by any other form of window display. There is color to the window, and color attracts.

Paint displays should be run frequently, not once a year, and especially during the spring and fall months. The dealer should make himself strong on all those talking points he can secure from the printed matter of the manufacturers, and from their salesmen. Follow up the property owners in the district, not only personally, but send to the manufacturer, who will follow them up as well. Thus the merchant gets the benefit of strong co-operation. By studying the pushing of his paint department, a progressive dealer can make that branch of his store most profitable.

Better Varnish

THERE is no good reason why your store should not do the biggest varnish business in town. It will come to you of itself if you stock the varnish that perfectly satisfies people who know varnish. Those people don't take long to find out the quality there is in every brushful of

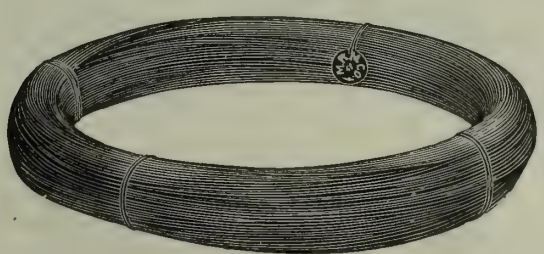
Elastilite Varnish

The varnish that makes good, indoors or out. Comes in tins only—half-pint to gallon sizes. Made solely by

The Imperial Varnish & Color Co., Ltd.

TORONTO, CANADA

Carried in full stock at Vancouver : Imperial Varnish & Color Co., Ltd., 542 Beatty St. Winnipeg : Mason & Hickey, 108 Princess St.



Oiled and Annealed Wire

The question of price alone is not the only thing to be considered in buying this article.

It pays to buy wire that is annealed to the proper degree and carefully oiled so as to present a fine dry surface and therefore easily handled.

Our wire excels along these lines, and, in consequence, gives the best results.

Specify "M.R.M." brand when ordering.

The Montreal Rolling Mills Co.

Paint and Oil Markets

MONTREAL.

January 22.—Notwithstanding the severe weather the demand is brisk, and great stimulation has been given to the paint and varnish trades generally. All lines are experiencing the good movement and manufacturers are much encouraged.

Turpentine and linseed oil are firm at unchanged prices. Linseed is on the quiet side. The change in the situation owing to the understanding between crushers will give stability to the market. It is evident that the trade has not yet thoroughly grasped the new order of things. Paris green is back again at list prices. Travelers report a very encouraging tone among the paint dealers who are emerging from their stock-taking in very confident shape.

TURPENTINE—Turpentine maintains the advance noted last week, and the market is very firm. Shipments are good, and inquiries are most encouraging. We quote 58c for single barrels.

LINSEED OIL—Linseed oil is inclined to be on the quiet side. The trade is evidently taking some time to digest the new figures which were issued recently, and which will exist without change. Whether the advance will act as a stimulus as is often the case and encourage more free purchasing, remains to be seen. We quote: Raw, 1 to 4 barrels, 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9 barrels, 61c.

GROUND WHITE LEAD—There is a strong undercurrent in the ground white lead market owing to a seasonable demand which is just beginning to assert itself. It is felt that a strong spring trade will give stability to all lead products, and many of the hardware trade are not slow in booking their orders for immediate and spring shipments at present quotations, which are strictly pure, $5.50 to $6, according to brand; and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—A steady inquiry is being experienced and orders are quickly filled. The market being in ample supply there is no change in figures. We quote: Genuine red lead, in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

COLORS—Orders for liquid paints are very encouraging. Enamels, stains, and coach colors are feeling the stimulation that comes with an early spring demand.

PARIS GREEN—A lively demand has sprung up for Paris green, and while it cannot be said that extreme firmness prevails, orders are so encouraging that list prices are again being held. We quote: In barrels, about 600 lbs., 19½c; arsenic kegs, 250 lbs., 19½c; 50-lb. drums, 20c; 25-lb. drums, 20½c; 1-lb. packets, 100 lbs. in case, 21c; 1-lb. packets, 50 lbs. in case, 21½c; ½-lb. packets, 100 lbs. in case, 23c; 1-lb. tins, 100 lbs. in case, 22c.

WHITE ZINC—The call is extremely quiet, and there seems to be no response to the better trade conditions. We quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—A sagging is being experienced in the demand for putty owing to the weather having hindered glazing operations. We quote: Standard putty, 880-lb. casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb, tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

Jan. 21.—Continued steady improvement is noted in all lines this week. The travelers are the busy men just now and are sending in very encouraging orders for spring trade. Actual buying for present demand is quiet, but before the end of the month the warehouses will again have taken on their accustomed briskness. Factories are running full time preparing for the coming trade.

Prices are at the same quotations as last week. Glass is firm with stocks low. Oil and turpentine are quiet, though the latter line is meeting with some competition from poor substitutes sent in from the United States. Paris green is a good seller just now.

TURPENTINE—Single barrels, 60c; 2 to 4 barrels, 59c; and 5-gal. lots, 65c continue to be the quotations this week. A little more strictness is being placed on carrying out of orders. No change of quantity can be made once the order is sent in, say the jobbers, and goods must be accepted on the date mentioned in the order and at the price named therein. Some of the travelers say they have difficulty in getting turp orders because of a substitute turpentine put on the market by a United States concern and selling at almost ten cents a gallon less than the naval stores product offered here.

LINSEED OIL—Quiet trading is being done just at the moment. No doubt the majority of hardwaremen have sufficient stocks on hand and will not order again for some little time, and those who did not take advantage of the low prices are putting off buying until the last possible minute. Quotations are: 1 to 4 barrels, 59c for raw and 62c for boiled; and 5 to 9 barrels, 58c to 61c.

GLASS AND PUTTY—Firm in price are these two lines. Glass is 30 and 5 per cent. off stocks. The ruling quotations will likely last until the opening of navigation in the St. Lawrence, for stocks are low and large orders are sometimes split, so that there will be no depletion. Some buyers who tried to get glass in Belgium at less prices than those prevailing on this side of the ocean have been told that the glassmakers in Belgium made no money last year on account of low prices and that it would be impossible to fill orders at less than present quotations. Jobbers with low stocks have to pay the market prices for glass to fill their own orders.

GROUND WHITE LEAD—Still firm are the leads. No. 1 is at $5.40 to $5.65,

Read This —

THE WHITE BASE OF

"English" Liquid Paint

— IS —

70% Pure White Lead

30% Pure White Zinc

Mixed ready for use with pure linseed oil, pure turpentine and dryer. The various colors, that can be made on a white base, are arrived at by adding pure tinting colors.

Guaranteed Pure Paint

All of the 70% pure white lead used is Brandrams' B. B. Genuine Government Standard White Lead—for over a hundred years the standard in the lead markets of the world.

Back of "English" Liquid Paint is strong consistent advertising. A special feature this year is an extensive newspaper advertising campaign in all leading newspapers.

Write for special spring terms and full information.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

The Paint it Pays to Push

The contents of this can are a combination of the most durable Pigments, thoroughly ground in Pure Linseed Oil. There's not a better paint at any price on the market.

We are selling this high-grade paint at a price considerably lower than that asked for other paints for which absolute purity is claimed. Here's a test of quality. Take several clean pieces of board: paint one with a single coat of Moore's Paint: paint other boards with a single coat of any other paints on the market— then compare results. You will find the board painted with Moore's paint better covered with less paint than the others. Try it!

Prices and Color Cards on Request.

Benjamin Moore & Co., Limited
Manufacturers of
Paints, Colors, Varnishes and Muresco

West Toronto : : : : Canada
New York Chicago U.S.A. Cleveland

A. M. BELL & CO., Halifax, N.S., Agents for Nova Scotia, P.E.I. and Newfoundland
EMERSON & FISHER, St. John, N.B., Agents for New Brunswick.

A Reminder.

This is to remind you, Mr. Paint Dealer, that if you haven't written for our money-making plan that you are wasting valuable time. It isn't every brand of paint that has back of it a 100 per cent PURE GUARANTEE. Every gallon of

Martin-Senour 100 per cent Pure Paint

that you sell is another stone laid in the foundation of a permanent paint trade. Purchasers who buy it to try, buy it again the next time they want paint. It doesn't take long for them to find out that for durability, service, richness of appearance, brilliancy and wear it's the most economical and satisfactory article they can buy.

It will pay you to get acquainted with us and let us make your trade acquainted with Martin-Senour 100 per cent Pure Paint. Write today.

The MARTIN-SENOUR CO., Ltd.,
Pioneers of Pure Paint

MONTREAL
The Winnipeg Paint & Glass Co., Ltd., Winnipeg

CHICAGO
The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

pure white from $5.80 to $6, and a superior line is at $6.25. Genuine red lead is at $4.50 in casks and $4.75 to $4.80 in 100 lbs.

STAINS AND VARNISHES — The anticipated advance has not yet come along, though with the rise in turps and oil quotations may go higher any time. Trading is fair.

PARIS GREEN—Steady again is this line. Prices are firm and at the same figures as last week. Barrels of 600 lbs. are at 19½c.

PETROLEUM—Prime white, 13½c; water white, 15½c; Pratt's astral, 17½c are still the quotations with good business being done.

KEEP PAINT SECTION CLEAN.

With the taking of the inventory and the cleaning up of the shelves generally, the hardwareman has a good opportunity of introducing improvements in his paint department. He should ask himself the questions, "Have I made the most of this department during the year just gone?" "Have I carried complete lines, and, above all, have I displayed my goods to the best advantage and kept this part of the store so clean as it should be?" By the unspoken answer to these questions should the merchant direct his course.

It is perhaps in the last point of all that merchants mostly err. Of course the nature of the lines handled in the paint department makes it more difficult for this section to be kept clean than say the builders' hardware department. But still with a little care even the handling of oil and putty can be done without soiling the floor and counters. If a customer has to be cautioned against rubbing against a dirty barrel, or a lady warned as to her dress dragging over an oil stained floor, or as to placing a sleeve on a counter greasy with putty and varnish, the store at once goes down in his or her estimation. The merchant not only fails to secure the customer's undivided attention, but a feeling of annoyance is engendered that tells against the store. The women folk are more than ever patronizing the hardware stores, and, therefore, it is essential that the paint department should be kept in neat condition.

Undoubtedly it takes a little time and care to get the paint section in good state, but the result is well worth the labor, and when the improvements are once made, they are not hard to keep going. See that the counters are clean, and free from cans, putty knives, odd pieces of glass and putty. Do not leave opened barrels of materials about or half emptied tins of paint in the way of being upset to the detriment of the floor and the danger of a customer's dress.

The various shelves, too, should be clean and tidy, with the labels on the tins attractively displayed. In fact, the paint department should look so well that a merchant should have a pleasure in taking a customer into it, and with no need of using an apology and a caution for the state of the floors and counters. Utilize some plan which will enable the various kinds of paints to be kept in most attractive condition. Put the dry colors into bins or drawers. The specialities should have a section of their own with a sign showing which is floor paint, which varnish stains, and so on. Keep the putty in a corner by itself and handle it carefully as well as all oils. When the department is well fixed up take special pains to keep it in that condition. In the long run it will prove of less trouble than an untidy department, besides being an advertisement in itself to all customers visiting the store.

START THE SPRING CAMPAIGN.

It is well for paint dealers to remember that a strong early spring demand is anticipated, and that therefore they would be wise in being ahead with their orders. With heavy trade there is always the possibility that manufacturers and jobbers may be severely taxed for a time, and if so the merchants might experience some delay in getting his goods. That delay may be very fatal, for no customer in his enthusiasm for early spring painting, cares to be told that if he wants to get certain paint from that particular store he will have to wait as the goods have not arrived. In addition to ordering early, the merchant should take into account the promise of the coming spring, and purchase more heavily. His stock is on the light side while the economy practised by the consuming public last spring will be departed from this year. There is no doubt that if orders are gauged by present indications and by future prospects of trade generally they will be substantial ones. As it has been pointed out, the spring order is worthy of careful consideration. Too large an order, which means a big surplus at the end of the year, cuts in heavy on the year's net profit. Too small an order is even more disastrous, for it means the losing of orders that cannot be filled. The overstocked condition is certainly the better of the two, for paint never goes out of style, and the large supply should move the dealer to greater efforts in getting rid of it. The man who buys carefully, however, and of whom it must also be said, luckily, fills his orders, and is not burdened at the year's close, is making the most out of his business.

PAINT TRADE GOSSIP.

W. H. Evans, Canada Paint Company, Montreal, has returned from a business trip to the Maritime Provinces.

For the convenience of business Brandram-Henderson, Limited, Montreal, have transferred their central office and works in Wellington St. to their offices and lead works at Mile End.

For business convenience McCaskill, Dougall & Co., varnish manufacturers, Montreal, have been incorporated as the Dougall Varnish Co., Limited. There is no change in the management the president of the new company being James S. N. Dougall, the vice-president, Gustaf Gylling, and the secretary-treasurer W. A. McGuinness.

(CONTINUED FROM LAST WEEK'S ISSUE OF HARDWARE AND METAL).

The Canada Paint Company
LIMITED
Montreal Toronto Winnipeg
MAKERS OF

OCHRES
OIL (LINSEED)
OIL CLOTH VARNISH
OIL STAINS
OPALITE
OXIDES

PAINTS
PARIS GREEN
PRIMING PAINT
PULLMAN COLOR
PUTTY
PINK (ROSE)

RAILWAY PAINTS
READY MIXED PAINTS
RED LEAD
ROOFING PAINT
ROUGH STUFF
RUB LEAD

SEMI-PASTE PAINT
SHELLAC
SHINGLE STAINS
SIENNAS
STAINS
SUN VARNISH

TURPENTINE
TARGET RED
TRIPLE STRENGTH COLORS
TUBE COLORS
ULTRAMARINE BLUE
UMBERS

VARNISHES
VARNISH & STAIN
VARNISH REDUCER
VARNISH REMOVER
VARNISH COLORS
VARNISH STAINS

VERMILION
WAGON PAINTS
WHITE PAINT
WHITE LEAD
WHITE ZINC
WINE COLOR

YELLOW OCHRE
YELLOW CHROME
ZINC
SUNDRIES
SPECIALTIES
&c., &c., &c.

A PAINT PROPOSITION

Why not move the old unsaleable stuff off your shelves, get in a nice fresh live up-to-date paint, and do the paint business in your town? You can get the paint business but you must have energy enough to first of all get the paint.

Here is the brand.

When you have

RAMSAY'S PAINTS

you can get the paint business because you have a paint that sells, at the proper price for the purest and best.

Face the proposition this year, don't put it off any longer. Let us start you on the right road for a paint business. We know the road.

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 The Paint Makers

New Era Paint

The Paint that Pleases People

High in quality, thoroughly ground, true and lasting in color, moderate in price. Is it any wonder New Era Paint is such a splendid seller and profit-maker for the dealer?

Write for Prices and Discounts

Standard Paint and Varnish Works Co.

Limited

Windsor, Ontario

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

THE DOUGALL VARNISH CO., LTD.

Successors to

McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL

GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

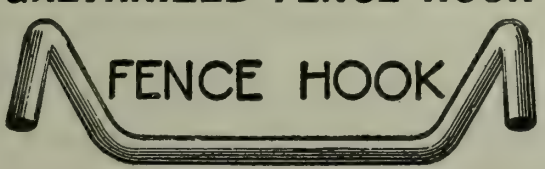
MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK ***For Fastening Wooden Picket or Wire Fences***



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

Flattine Wood Finish

is an article that will appeal with equal strength to the professional painter and the handy householder who likes to do his own painting. Flattine Wood Finish is intended for the final coat over gloss finished work to give it the appearance of a rubbed finish without the labor and expense of rubbing with pumice stone and oil or water. Flattine Wood Finish is very durable and resists the action of water and dampness better than any varnish. It dries hard over night.

Sold in
SEALED CANS ONLY
WRITE US FOR PRICES

INTERNATIONAL VARNISH COMPANY, LIMITED
TORONTO - - CANADA

Manufacturers of
Lacqueret, Elastica, Gutta Percha and Flattine Floor Finishes and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,
NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

CANADIAN SILVER WHITE ENAMEL

For Interior Decoration

is superior to any other White Enamel made in Canada and no imported Enamel of equal quality can be offered at as low a price.

Your customers, whether **Professional Decorators, Manufacturers or Householders,** will find it just what they want for decorating large surfaces or small articles.

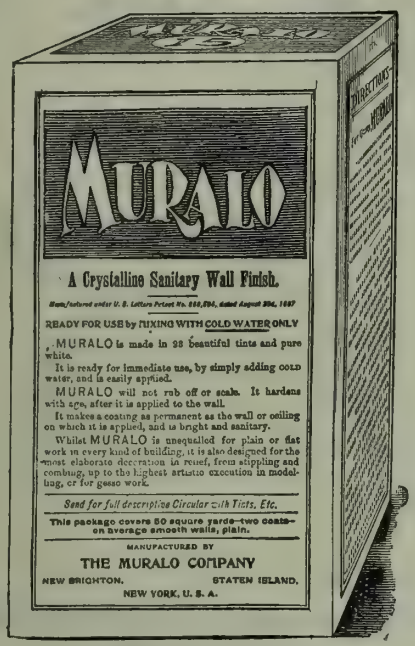
It works freely under the brush, dries with a brilliant gloss and it will **never turn yellow.**

To prepare the surface for the Enamel, use ISLAND CITY White Primer. Ideal for the purpose owing to its exceeding whiteness, its great "body" or covering capacity and its surpassing fineness.

MANUFACTURED BY

P. D. DODS & COMPANY, LIMITED
264 St. Patrick St., MONTREAL

MURALO



SANITARY WALL COATING

Muralo is the pioneer of Sanitary wall coatings —and for 15 years has enjoyed the largest sale, chiefly because it will, under any circumstances, give superior results. Muralo is made in 28 beautiful tints and has remarkable covering power, spreading qualities and artistic finish.

SHOULD BE HANDLED BY ALL HARDWARE AND SUPPLY STORES

Western Canadian Agents
ASHDOWN HARDWARE COMPANY
Winnipeg, Manitoba

SOLE MANUFACTURERS

THE MURALO CO.

NEW YORK

The Largest Manufacturers of Water Paints in the World.

Canadian Agents:
A. RAMSAY & SON CO.
MONTREAL

How to Mix Paints

BY C. GODFREY

¶ This book is a simple treatise prepared for the wants of the Practical Painter, showing him not only how to mix paints, but also HOW TO MATCH A GIVEN COLOR.

The contents include:—

Mixing and Straining Paints, Brushes, Tints and Shades, Displaying Colors, Color and Harmony.

In addition, a chapter is devoted to each color.

If YOU WANT THIS INFORMATION, please send

50 cents

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The MacLean Publishing Co.
Technical Book Department
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NO OTHER WALL FINISH IS SO WELL OR FAVORABLY KNOWN.

Makers of "imitations" of Alabastine have no confidence in their own products. They do not advertise them *extensively* in the magazines and newspapers. They prefer to snatch what trade they can on their pretended equality to Alabastine. They sell their goods on the reputation of Alabastine. But—remember no other wall finish is so well or favorably known—no other sells so readily as Alabastine.

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Our agents are not limited to a single line of roofing. They have three kinds—each one a winner. Brantford "Asphalt" has a silica sand finish—There is not a better ready roofing made. Brantford "Rubber" has a smooth surface—It is a big seller. Brantford "Crystal" has a surface of rock crystals—It requires no painting. With these three lines, every conceivable roofing requirement can be filled. You will do a bigger roofing business when you handle our complete line. Write for particulars.

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This is all done in an instant and without spilling a drop.

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The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

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To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

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Gilbertson's Sheets
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mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

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All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

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Since 1825, and a steady increase in sales due to their superior cutting quality.

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Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

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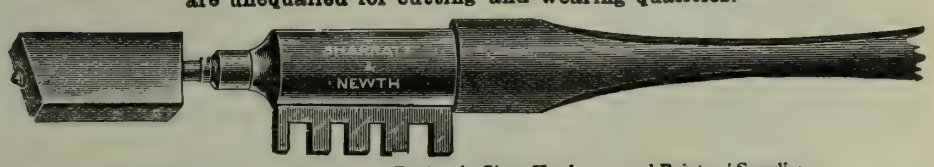
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



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takes no chances on QUALITY when he is sure of HIS BASE OF SUPPLIES. Take the matter of ROOFING, and ask any man if he wishes to take a chance on inferior or unknown brands. OUR GOODS ARE BACKED BY A GUARANTEE. Guarantee that they build and HOLD your trade, because IT'S IN THE GOODS known all over the Dominion for QUALITY. READY ROOFING, TARRED FELTS, SHEATHING, WRAPPING AND BUILDING PAPER.

THESE ARE THE BRANDS:

Tarred Felt, and Joliette and Cyclone Sheathing

In addition to QUALITY our PRICES are always RIGHT.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

January 23, 1909

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's	per lb.	0 09½
Hallett's		0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" 2½ "	10 50	10 60
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base	0 26
" seamless base	0 26

Copper tubing, 4 cents extra.

COPPER. Per 100 lb.

Casting ingot	15 25	15 00
Cut lengths, round, bars, ½ to 2 in		23 00
Plain sheets, 14 oz		21 00
Plain, 16 oz., 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base		30 00
Braziers' (in sheets). 4x8 base		0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 50
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	....
22-24	3 95	3 75	3 75	4 05
26	4 20	4 00	4 15	4 30
28	4 45	4 25	4 35	4 55

Less than case lots 25c. extra

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. " 28 "	4 50

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	....	18 75
Middlesboro, No. 3 pig iron	19 50	21 00
Summerlee, No. 2 "	20 50	21 50
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (Soo)	....	25 00
Angles	2 60	2 50
Common bar, per 100 lb	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 25
Mild steel	1 90	....
Sleigh shoe steel	1 90	2 05
Iron finish machinery steel (domestic)	2 00	2 05
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 05
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 75
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	9 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 00 32 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 6 75
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 70	3 75
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 50	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 12¾
Light copper bottoms	0 10½	0 11
Heavy red brass	0 10½	0 11¼
" yellow brass	0 08½	0 09
Light brass	0 06½	0 06¾
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	12 50	14 00
Stove plate	11 00	12 00
Malleable and steel	9 00	8 00
Old rubbers	0 08	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 70 per cent.
High grade compression work, 65 p c.
Cushion work, 55 per cent.
Fuller work, 75 and 10 p.c.; No. 0, 80 p c., and 1 and 2 basin cocks, 75 and 10 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves. 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock ...... net	1 75
No. 4 " " ...... "	1 50
No 7 Fuller's ...... "	2 00
No. 4½, " ...... "	1 85
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4¾c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Size	Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 56	¾ "	4 71
1 "	5 11	1 "	6 76
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 9
4 "	33 48	4 "	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 70; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 55 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb.	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½	per lb.	0 33	0 35
2-lb. or over	"	0 30	0 32

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green "	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

BLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 20½
25-lb. drums	0 21¾

PIGMENTS.

Orange mineral, casks	09
" " 100-lb. kegs	0 09½

Retails at $2.00

Always Reliable

Sheffield Manufacture

"PYRAMID" RAZOR

From all the Leading Jobbers in the Dominion

PREPARED PAINTS.

Barn (in bbls.) 1 gal. tins	0 70 0 90
" " 5 gal. tins	0 65 0 85
Sherwin-Williams paints,	1 60
Canada Paint Co.'s pure,	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 45
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

	Pure.	Ordinary.
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 58 0 59
Linseed Oil, " raw	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs, "	5 00 5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, "	0 07
No. 2, "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 50

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps Brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50
Flartine floor finish, per gal		3 00
Elastica exterior finish, 1 gal. can		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2.25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gongs, Sargeant's door bells	5 50 8 00
American, house bells, per lb.	0 35 0 40

Peterboro' door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32' & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	1 05
2 Ply complete, per roll	1 25
3 " " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, per barrel	1 70 1 75
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
Iron Clad" paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" high	27 50 35 00
Fire clay (Scotch), net ton	4 95
Paving Blocks per 1,000.	
Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	1 75
Coil, 9 to 11 in "	0 95 1 65
English "	2 00 4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 to 60 per cent.
Peterboro, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks. 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50 1 10
Clothes line, No. 61 "	0 00 0 70
Harness "	0 60 12 00
Hat and coat per gro.	1 10 10 00
Chandelier per doz.	0 50 1 00
Wrought hooks and staples—	
¼ x 5 per gross	2 65
5-16 x 5 "	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50 2 50
Bronze, Berlin per doz.	2 75 3 25
Bronze, Genuine "	6 00 9 00
Shutter, porcelain, F. & L. screw per gross	1 30 2 00
White door knobs per doz.	2 00

Peterboro knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Peterboro, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's), 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 20 2 40
Solid "	1 50 1 75

SASH CORD.

Per lb	0 25 0 26

BLIND AND BED STAPLES.

All sizes, per lb	0 07½ 0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	8 00 9 00
Double bit, "	10 00 11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 2 00
Handled Axes	7 00 9 00
Red Ridge, boys', handled	5 75
" hunters	5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.
Clark's gimlet, per doz 0 65
Diamond, Shell, per doz 1 00
Nail and Spike, per gross 2 25

BUTCHERS CLEAVERS

German per doz.	7 00 9 00
American "	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump per cwt.	0 60 0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13
S. & D., " 5 "	0 11½
S. & D., " 6 "	0 18
Boynton pattern "	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.	
Canadian, 25 to 27½ per cent.	
Magnetic tack per doz.	1 10 1 20
Canadian sledge " per lb.	0 07 0 08½
Canadian ball peen, per lb.	0 22 0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz	4 40
" " 2, "	4 80
Barrel Underhill	5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25 1 50
Carpenters', hickory, "	1 25 3 75
Lignum Vitae "	3 85 5 00
Caulking, each	0 60 2 00

MATTOCKS.

Canadian per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00 9 00

TRADE B MARK

Amatite ROOFING

Needs No Painting

If you had a sample of Amatite in your hand you would see in an instant why it needs no painting or coating to keep it waterproof.

It has a rough surface of *real mineral matter* on the weather side.

It is evident to anyone that it is no more necessary to paint such a surface than it is necessary to paint a stone wall. Stone needs no paint; neither does Amatite. It is strong enough in itself to bear the brunt of rain and wind and sun without a protective coat of paint.

To paint Amatite would be a waste of time and trouble.

Amatite will last for many years without any care whatever. It is made to be *trouble proof* as well as *weather proof.*

A roofing that consists of smooth materials, made to receive a heavy coating of paint, is not a roofing at all—the paint is the real roof. If you are told that certain roofings don't need painting when first laid, don't be deceived into thinking that they are like Amatite. The first coat of paint has been applied at the factory—that's all, and it will wear off in a little while and require renewal.

No paint is good enough to make a durable roof; a thick layer of pitch faced with a real mineral surface, is far better—and that means Amatite. **Free Sample and Booklet**—A Free Sample with Booklet will be sent on request to our nearest office.

Paterson Manufacturing Company, Limited Toronto Montreal Winnipeg St. John, N.B. Halifax, N.S.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood No. 68 2 foot doz.......... 1 15
Ivory, No. 1282, 2 foot, each.... ...... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century $6.25; buck No. 1 Maple Leaf, $5.25; buck, Happy Medium $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip. 26 in., $12.75; 28 in., $14.25; panel. 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets. " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian 45 per cent
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14 75 and 2½, doz.......... $23 00
Iron, No 4 2, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English ass skin No 921, 66 ft., doz. 2 85
Universal ass skin. No 714, 66 ft., doz. 3 00
Lufkins, linen. No 4 4, 66 ft , each ... 0 94
" steel No. 264, 66 ft. each 3 15
Chesterman's, linen. No 1822 66 ft. ea. 1 10
" steel No 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S & D discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63¾ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail...............		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅝-inch....per gross 9 00
" " ⅝ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1½ " ...... " 5 20
Web.................. " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter..............per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in , $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel. 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. Dated April 1 f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2 75; do, 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3 30; do, 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net.................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10¾
Hay Budden, 80-lb. and over 0 09¼
Brook's, 80-lb. and over 0 11¾
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's...................... .... 0 13½
Berg's, per lb...... .... 0 12¾
Brook's....................... .... 0 12¾
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise............. .... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts....................	60
Bolt Ends......................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4¼c. per lb. off
Nuts, hexagon, all sizes, 4¾c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger. $3.50; snow pattern No. 1 and smaller $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L" featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut	Wire.
2d........................	3 80	3 25
3d........................	2 85	2 95
4 and 5d..................	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails. 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 7, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and ½ p.c; B.B. caps, 50, 10, 2½ p.c.; Centre Fire Pistol Cartridges 25 2½ p.c, Centre Fire Sporting and Military Cartridges, 10 1 p.c.; Primers 10 2½ p.c.; Brass Shot Shells, 45, 12½ p.c.; Shot Cartridges; discount same as ball cartridges, f o b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder. 20 p c; "Sovereign" Black Smokeless Powder, 25 and 15 p.c; "Regal" Shell Dense Smokeless Powder. 5 and 15 p.c; "Imperial" Shells both Bulk and Dense Smokeless Powder, 25 and 15 p c.

EMPTY SHELLS

Empty Shells 20 p.c. 90 days net.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge...................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges...................	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent. 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c

SKATES AND HOCKEY STICKS.

Starr skates, 7½ per cent.
Boker hockey 30c. spring 40c upwards.
Empire hockey stick $3 00 $3.50
Micmac and Rex sticks $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's..	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Clauss Brand Buttonhole Scissors

FULLY WARRANTED

Our Ratchet Pattern Buttonhole Scissors. Most desirable buttonhole scissors of any on the market. Perfectly adjusted, even and straight cut. Length of cut marked in figures on ratchet so as to gauge size of buttonhole. Ask for discounts.

The Clauss Shear Co., - Toronto, Ont.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 5 and 10 per cent.

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 50 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 5 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" " wood	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head ..... per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished ... per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated, per 100 feet, $2.50; 3 in., $3.25; 4 in., $4 45; 5 in., $6.00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary ..... per 100 ft. 3 00

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, 25 per cent
Creamery Cans, 45 per cent

LANTERNS.

No. 3 or 4 Plain Cold Blast ... per doz.	6 75	
Lift Tubular and Hinge Plain, "	5 00	

Japanning, 50c. per doz. extra.
Prism lobes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails 45 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinued, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch ..... " "	7 50

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common ..... per doz.	1 32	
7-inch ..... "	1 47	

Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.75; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. ..... 2 50 Galvanized 2 75

HAY WIRE IN COILS.

No. 13, $2.70: No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal — 100 lb., Nos. 4 and 5, $3.9 ; 6, 7, 8 $3 40; 9 $3 9 ; 10, $3.45; 11, $3 50 ; 12, $3.05 ; 13, $3 05; 14, $4.00 F O B Pittsburg Nos 4 an 5 $3.3 ; 6 7 and 8, $3 25; 9, $3.25; 1 2. 0; 11 $ 35; 12, $2 40; 13 $2.. 0; 14, $2 00; less than cars, 10 cents higher. Extra for cutting.

LIGHT STRETCHED WIRE.

Gauge No.	Over 10 lb.	10 to 20 lb.	5 to 10 lb.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2 25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	2 85
Galvanized, plain twist	3 20
Galvanized barb, f.o.b. Cleveland, $2.65 for small lots and $2.55 for carlots.	

WIRE ROPE

Galvanized. 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black. 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs,	"	14 00
1 "	"	12 00
2 "	"	10 00
3 "	"	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star and spring	0 90 1 10
Folding ironing boards	16 25 18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style ..... per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style ..... per doz. 3 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse and Snowflake	54 00
Dowswell	39 00
New Century and Bluebelle	75 00
Dairy	54 00
Stephenson	72 00
Spotless	69 00
Puritan Motor	156 00

WOODEN PAILS.

Cane's wire hoop 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; out laces, 80c.

BOOT CALKS.

Small and medium, ball ..... per M	2 25
Small heel	4 50

CARPET STRETCHERS.

American ..... per doz.	1 00	1 50
Bullard's ..... "		6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse ..... per doz.		0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	

PUMPS.

Canadian cistern	1 40
Canadian pitcher spout	1 80 3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09½
Pure Manilla	0 12
"British" Manilla	0 10
Cotton, 3-16 inch and larger 0 21	0 23
" 5-32 inch 0 25	0 27
" ¼ inch 0 25	0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet ..... per doz.	0 65
" " 60 feet ..... "	0 80
" " 72 feet ..... "	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita ..... per lb.		0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 [illegible]
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe ..... per gross		3 50	5 00
Grind, 40 to 200 lb. per ton		20 00	22 00
" under 40 lb. "			24 00
" 200 lb. and over			23 00

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Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Boilers and Radiators
Taylor-Forbes Co, Guelph, Ont.

Bolts.
Brantford Screw Co., Brantford.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Box Strapping
Acme Steel Goods Co., Chicago, Ill.

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co, Ltd., Guelph, Ont.

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Nelson, H. W., & Co., Ltd., Toronto

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
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Covert Mfg. Co., West Troy, N.Y.
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Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
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Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
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Cans.
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Carriage Accessories.
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Carriage Springs and Axles.
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Cartridges.
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Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
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Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Coal Chutes.
Manitoba Iron Works, Winnipeg, Man.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Fasteners
Acme Steel Goods Co., Chicago, Ill

Corrugated Iron
The Galt Art Metal Co., Galt, Ont.

Cow Ties
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Buffalo Mfg. Co., Buffalo, N.Y.
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Cutlery—Razors, Scissors, etc.
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Canadian General Electric Co., Toronto
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Embossed Steel Ceiling
The Galt Art Metal Co., Galt, Ont.

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Escutcheon Pins
Hassall, Jno., 183 Lafayette St., New York.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
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Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
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Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
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Hammocks
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Hardware Specialties
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Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
Canada Steel Goods Co., Hamilton.
Soss Invisible Hinge Co., Toronto.
Standard Mfg. Co., Shelby, Ohio.
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Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
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Hoop Iron.
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Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
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Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
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Ice Cutting Tools.
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Lawn Mowers.
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Locks, Knobs, Escutcheons, etc
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Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
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Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
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Mats, Flexible Steel
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Metals.
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Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
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Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.
Greening, B., Wire Co., Hamilton.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
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Oilers
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Dods, P. D. & Co., Montreal.
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International Varnish Co., Toronto, Ont
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Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
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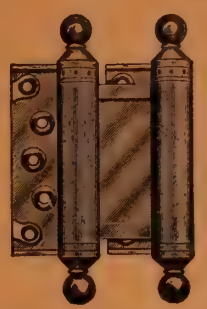

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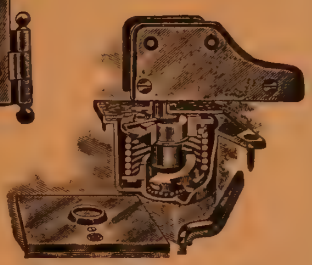

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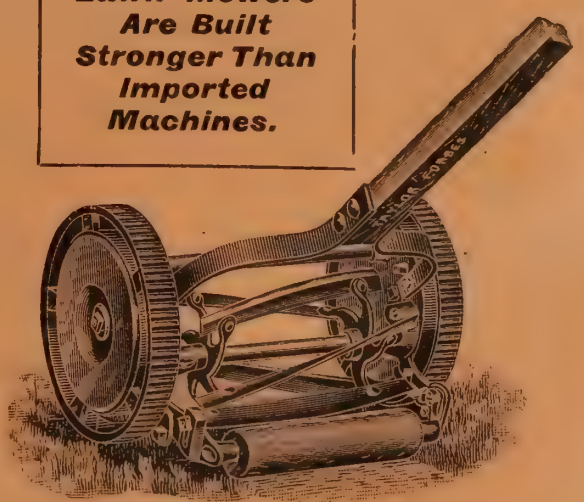

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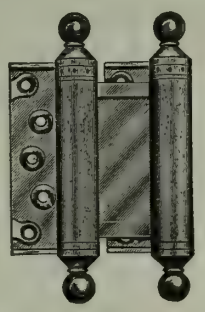

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TRADE CSB CO MARK

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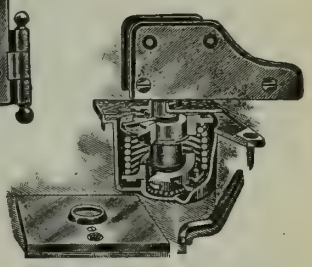

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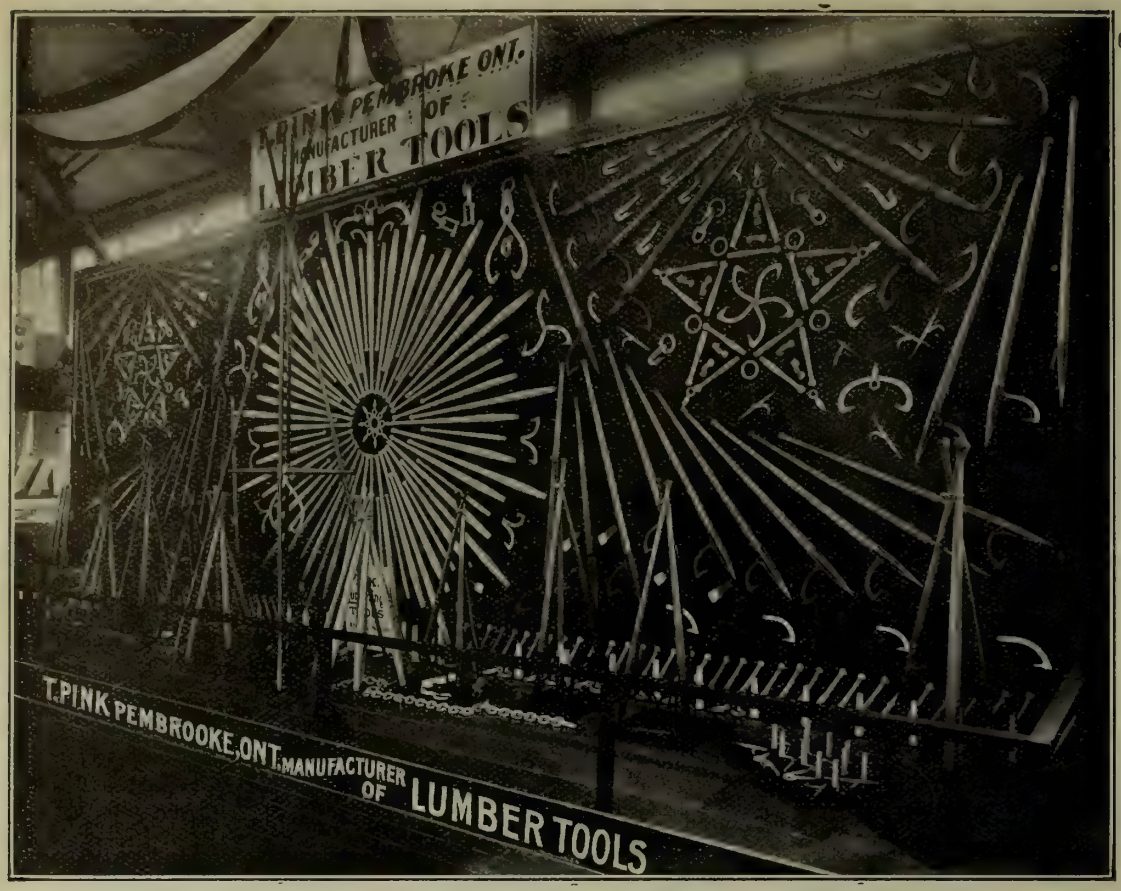

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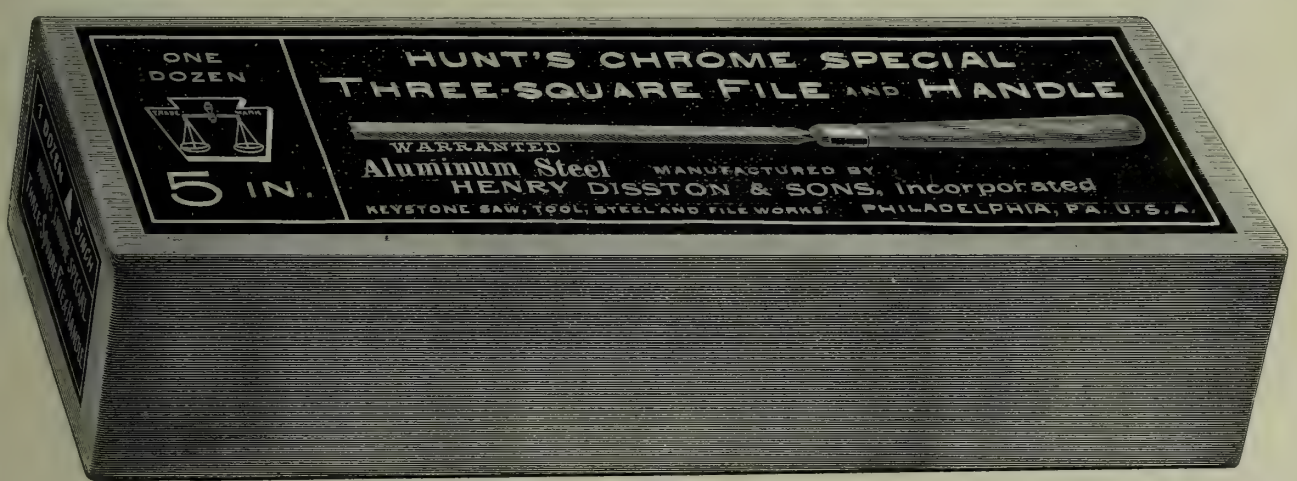

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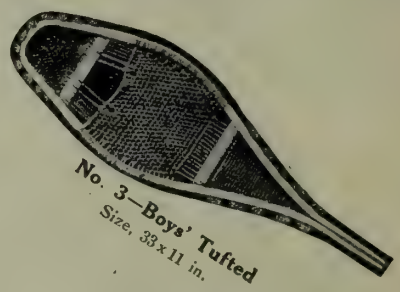

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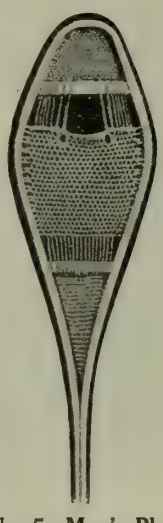

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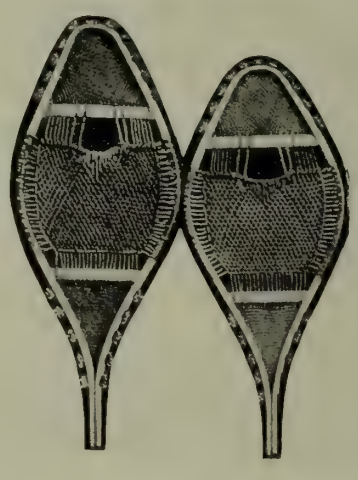
Size, 42 x 12 in.



No. 23—Ladies' Tufted
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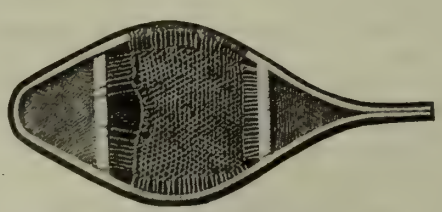

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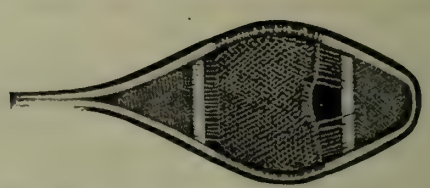

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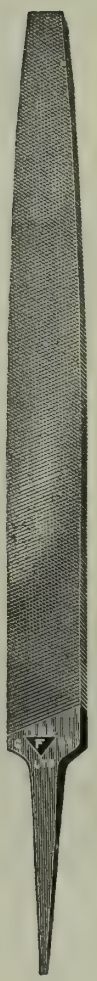

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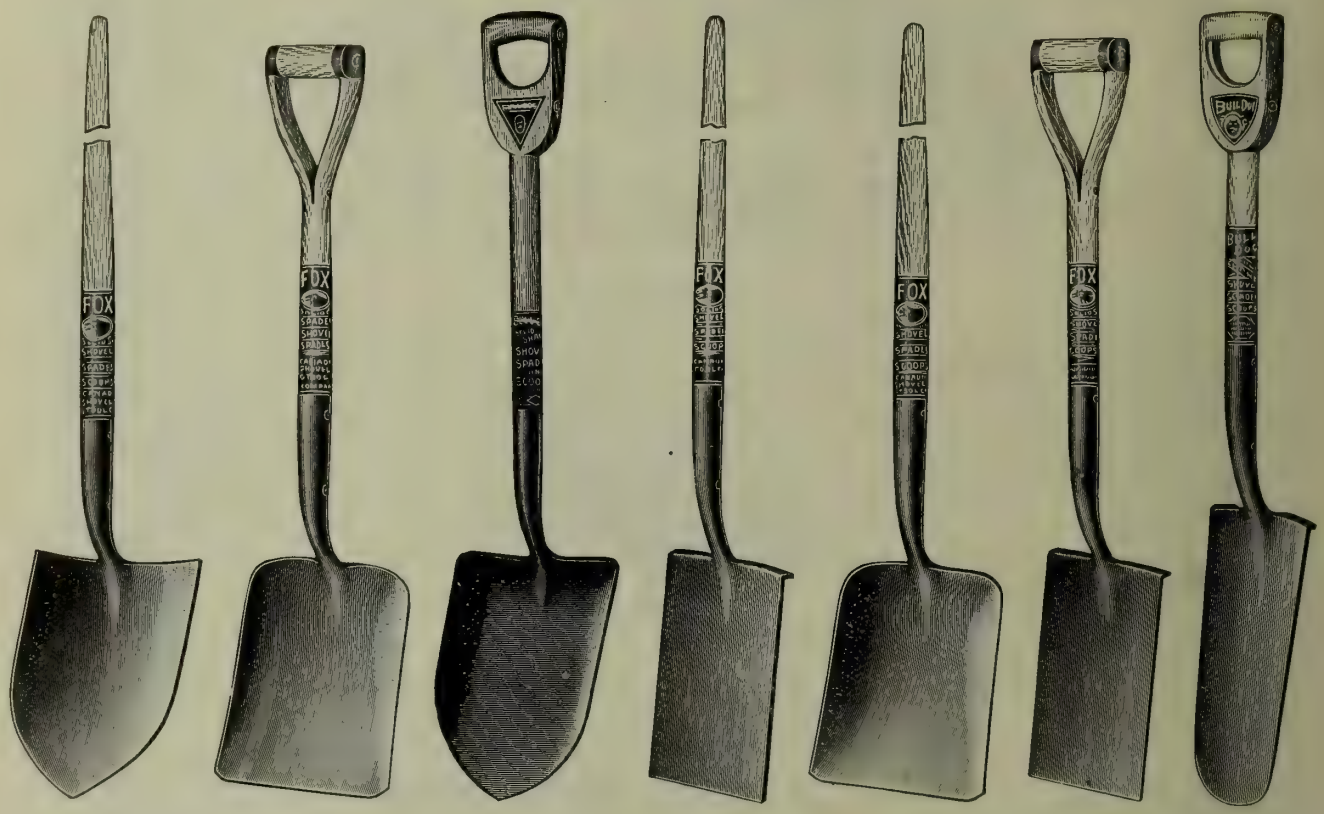

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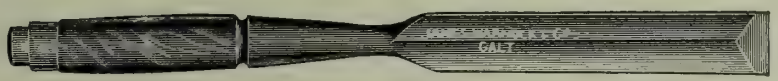

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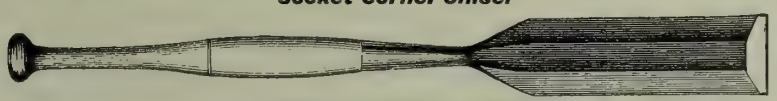

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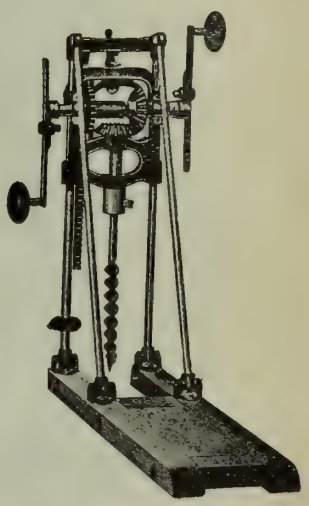

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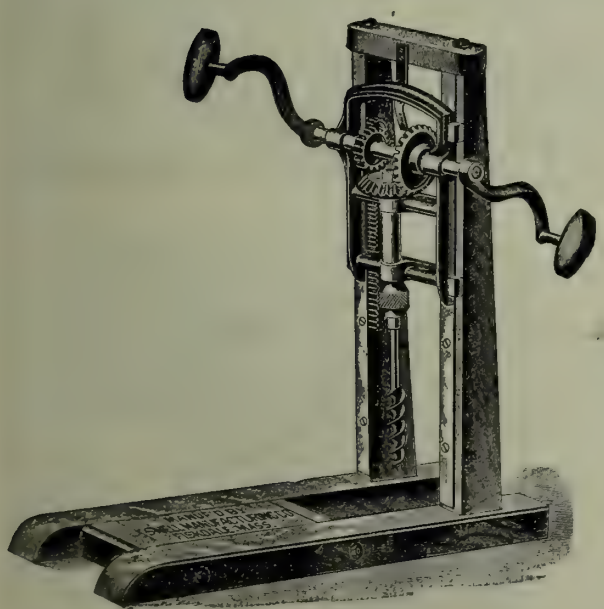
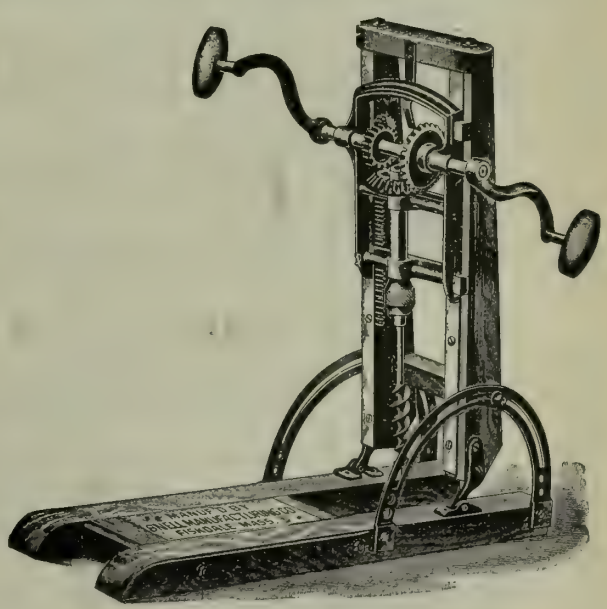


Boring Machine

Boring Machine Auger



Angular Boring Machine

For Fuller Particulars See Our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

We Ship Promptly

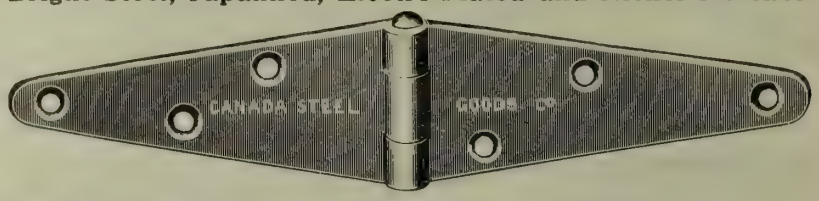
GRAHAM NAILS ARE THE BEST

Our Prices Are Right

Factory: Dufferin Street, Toronto

Crescent Brand Hinges and Butts

Bright Steel, Japanned, Electro-Plated and Nickel Finishes



Is the other fellow pressing you hard for business ?

Chances are he is doing it with Crescent Brand Hinges and Butts.

Many of the successful fellows have chosen them exclusively—and they are well worth choosing too, being made for the trade that seeks the best, and who are governed by quality.

Can you risk handicapping your business with inferior goods, when the price is not lower ?

If your jobber does not keep them, we will fill your order.

Canada Steel Goods Company, Limited

Hamilton, Ontario

Leave the Money in the Country Wherein You Expect to Make Yours

When You Sell Clipping Machines Sell the World's Best

They cost you less than cheaply constructed imitations and give a lot more satisfaction

This Stewart No. 1 Ball Bearing Clipping Machine

is made with cut steel gears (not cast) hardened file hard and running constantly in oil; the highest grade flexible shaft and the world famed Stewart one-nut tension clipping knife.

We guarantee that it must please the man who gets it better than any other machine made, or it can be returned to us for refund of all money paid out including transportation both ways

All Leading Jobbers in Canada Have It

CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Ave., Chicago

McDONALD ADJUSTABLE PIPE ELBOW PATTERN

(Patented in Canada and in the United States.)

THE machine illustrated in this circular is designed for laying out pipe elbow mitres. With it the mitre for any angle from zero to 90 degrees for an elbow in any number of pieces can be accurately determined in a few seconds without the use of drawings or sheet metal patterns. For example: If a pattern is desired for a 12-inch, two-piece, 60 degree angle elbow, proceed as follows: Place bevel on sector (see Fig. 1), follow up the vertical line of figures near the right edge of sector, until figure 12 is reached, which represents the diameter of the pipe; then follow the line leading from 12 until it intersects the bevel blade, which will indicate the Fig. 7. Now set the upright scales on the machine to Fig. 7 (see Fig. 2) which will adjust the flexible spline at the top of the machine to the exact mitre required for a 12-inch, two-piece, 60 degree elbow. If a different diameter of elbow is required, unclamp the screws on the horizontal bars (see Fig. 2) which makes it possible to adjust the machine to any desired diameter. Fig. 3 represents the machine when it is set for a 3-inch elbow. The size of the device when not in use is 7¼ inches wide by 18½ inches long. This device is bound to prove a time-saver in any establishment where a considerable number of elbows are made. Assuming a foreman's time to be worth 30 cents per hour, if he saves an average of ten minutes per day by using the adjustable pattern, he will have saved enough money in one year to pay over 100 per cent. interest on the investment represented by the purchase price of the machine. As a matter of fact, any practical sheet metal worker knows that this machine will often save hours per day rather than minutes. There is absolutely no trimming required when a mitre is made by the McDonald pattern. The McDonald Adjustable Pipe Elbow Pattern is guaranteed to do the work we say it will do, and to be strong and durable. With ordinary care it will last a lifetime.

The machine, as represented in this circular, is No. 1, and includes all diameters from 3 to 12 inches. Finished in dull nickel finish. Shipments made f.o.b. New Glasgow for Canadian orders, and Boston for United States orders. The McDonald Pipe Elbow Pattern can be supplied in larger sizes on special orders.

No. 2, including sizes from 6 to 18 inches.
No. 3, from 12 to 30 inches.

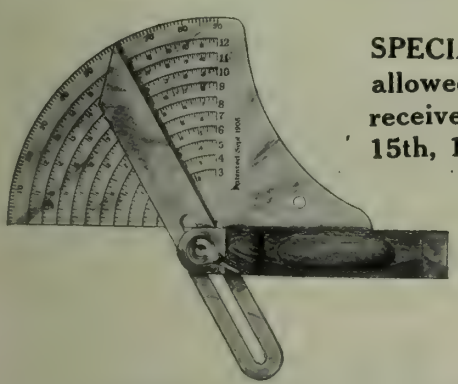


FIGURE 1

SPECIAL: 10% discount allowed on all orders received before February 15th, 1909.

AGENTS WANTED

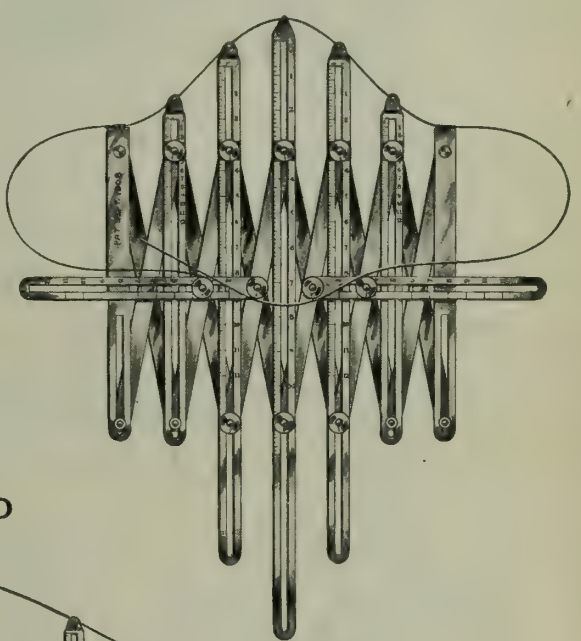


FIGURE 3

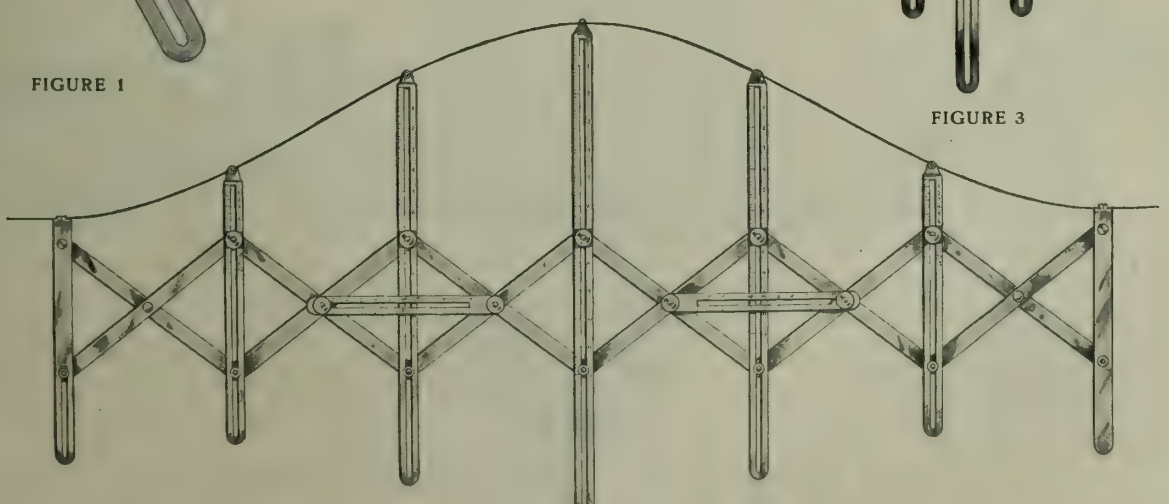


FIGURE 2

For price and fuller information regarding this machine write

W. H. JOHNSTON, New Glasgow, Nova Scotia, Canada

H&R Guns and Revolvers

For over thirty-six years their superior shooting qualities accuracy and dependabil iy have been universally recognized.

Sold the World Over

We want you to have our *new* catalog showing complete line and giving valuable selling points

Here is our three-piece gun, which we call Model 1908. Built on the same lines as our famous Model 1900 in 12, 16, 20 and 28 gauge. This new gun is taken down in the same manner as a double gun—by pulling off the snap fore end and unhooking the barrel from the frame.

Notice the Target Grip

Light, compact, durable. The first combination of a medium priced revolver with *a perfect full grip*. Prevents slipping and twisting—insures a secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in the shooting.

Harrington & Richardson Arms Co.

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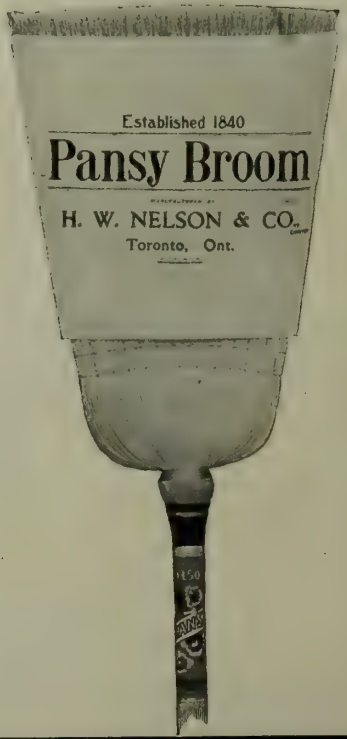
ESTABLISHED A. D. 1840

You Can Make Money Selling

"Pansy" Broom



This is the best broom value in the market. The "Pansy" is just the right weight and thickness and has the springiness that pertains only to the highest grade of broom corn. Housekeepers who have once used the Pansy will have no other brand.

We can supply you with brooms in a variety of grades to suit a variety of demand; but you can make more money by pushing the Pansy. If you haven't got our price list, write for it to-day.

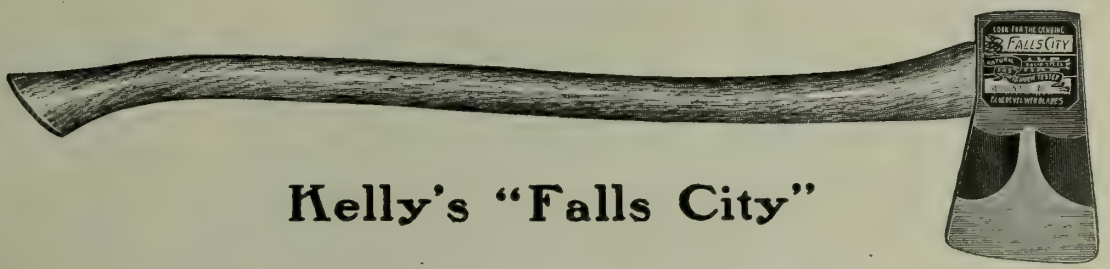
H. W. Nelson & Co., Limited

Toronto

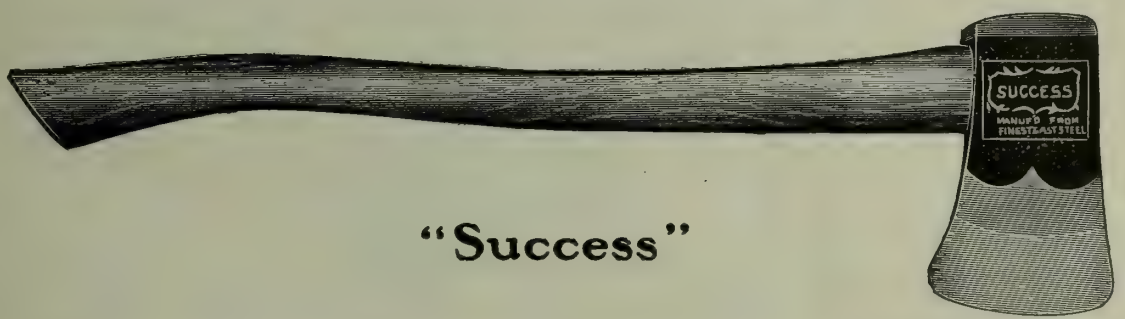
Ontario

A Page of Handled Axes

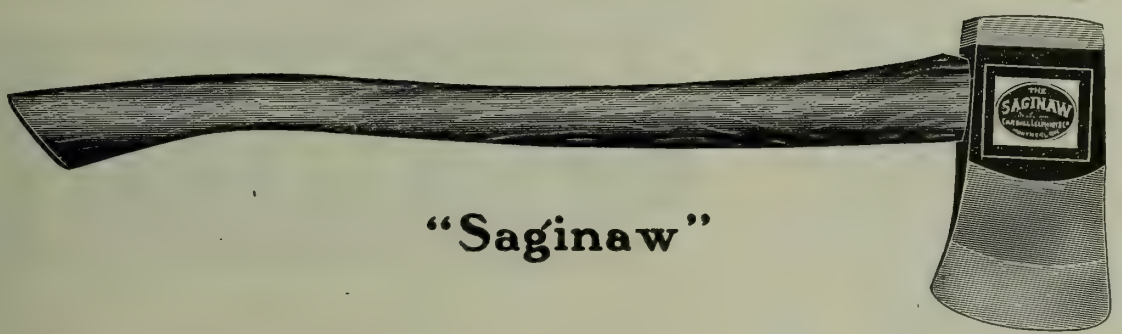
Good Value Good Quality



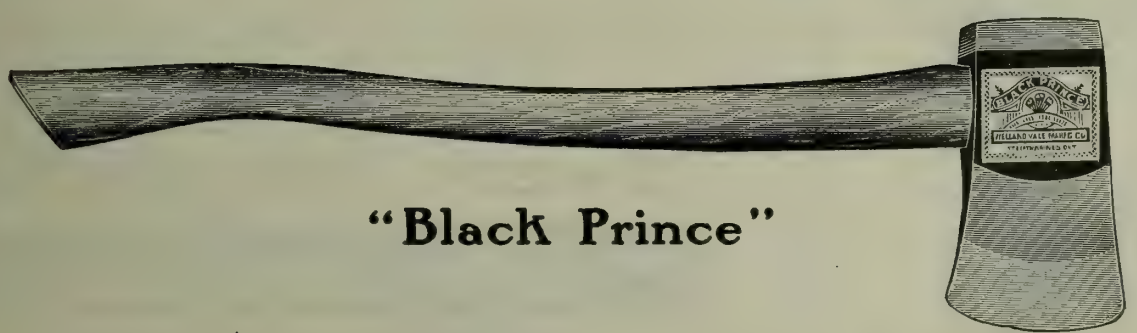
Kelly's "Falls City"



"Success"



"Saginaw"



"Black Prince"

All of our handled axes are sold in crates of assorted weights, 3½ to 4½ pounds each and are handled with good quality hickory handles.

Caverhill, Learmont & Co., Wholesale Distributors Montreal and Winnipeg

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

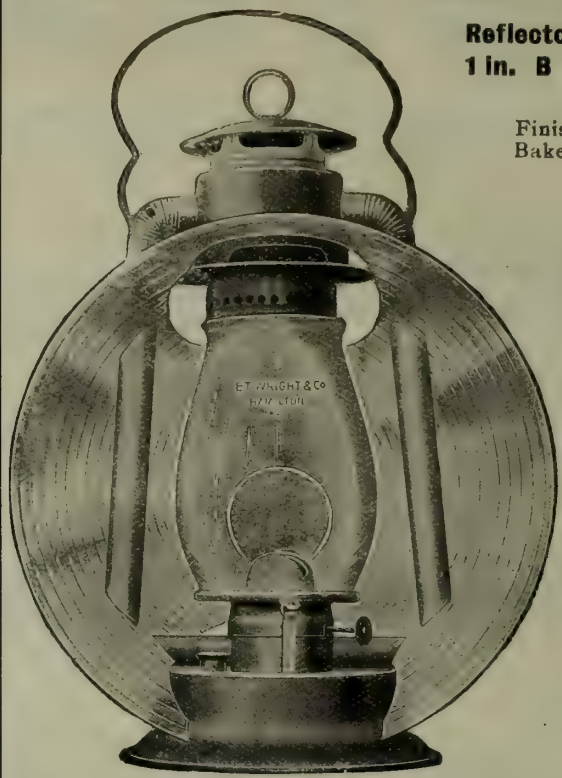
For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

NO. 25 REFLECTOR LAMP



Reflector 12 in. Diam., 7 in. Deep
1 in. B Wick, Cold Blast Globe

Finished in Red, Japanned and Baked. A very popular Lamp. Just the Lamp you want where a strong light is required to be spread over a large surface, as in livery stables, barns, saw and planing mills, warehouses, packing houses, workshops, picnic grounds, lawns, summer resorts, etc. The lamp shows a brilliant and steady light, and will burn as well out of doors as inside, without smoking or flickering, and is not affected by the wind or strong draughts. This Lamp can be used as a Dash Board Lantern, as it has a Dash Attachment.

Packed half dozen in a case.

This is positively the best lamp of its kind on the market, and although it has been imitated several times, nothing has yet been made to equal it. Send for sample order.

Manufactured only by

E. T. WRIGHT & CO. HAMILTON, ONT.

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF IT'S KIND

IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

STANLEY RULE AND LEVEL CO.

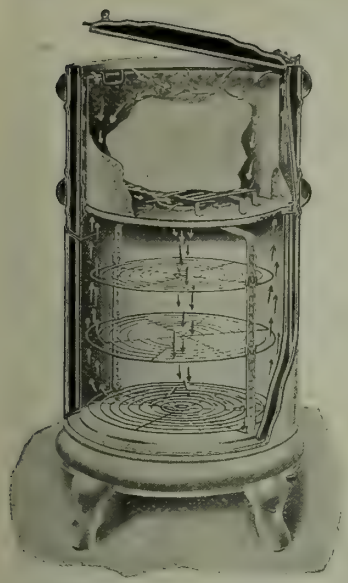
NEW BRITAIN, CONN, U.S.A.

SASH WEIGHTS

Hundreds of tons carried in stock for you and we guarantee prompt shipment. Write at once for a copy of our Monkey Book and for prices.

The Buchanan Foundry Company, - Lebanon, Pa.

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.



Here's the Refrigerator that sells at sight, and each one sold sends along another customer. The

White Frost Refrigerator

MADE entirely of galvanized sheet steel, 1 1-4 in. air space between walls; thoroughly insulated with "Aerofelt" and "Maltha," the best, most expensive insulation known to science. Heavily enamelled outside and inside (enamel baked on.) Not a splinter of wood in its construction. It can not shrink, warp, swell nor decay. Lasts a lifetime.

ROUND in shape. There are no nasty corners, no cracks or crevices for dirt and germs to gather. Turn in the hose and wash it out in a minute. The ONE absolutely Sanitary Refrigerator.

REFRIGERATION in harmony with Natural Law—maintaining a low, cool, pure, dry, equable temperature in hottest weather, preserving all foods sweet and untainted all the time—and most economical in ice. Perfect refrigeration guaranteed—and this guarantee based upon five years' successful usage in all parts of the country—Experience has proven the sanitary excellence of the "WHITE FROST." (see cut)

REVOLVING SHELVES do away with all "reaching over" to get an article — prevent spilling-accidents, and make easy use of every inch of shelf space. Shelves quickly removable and easily replaced. You can take the whole "innards" out in two minutes and put them back in less time.

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WOMEN fall in love wth the "White Frost" soon's they see it. Sales are made without loss of time. Every customer is delightfully satisfied.

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THE MORRIS & BAILEY STEEL CO.

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Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

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EVERYTHING IN WELDED CHAIN.

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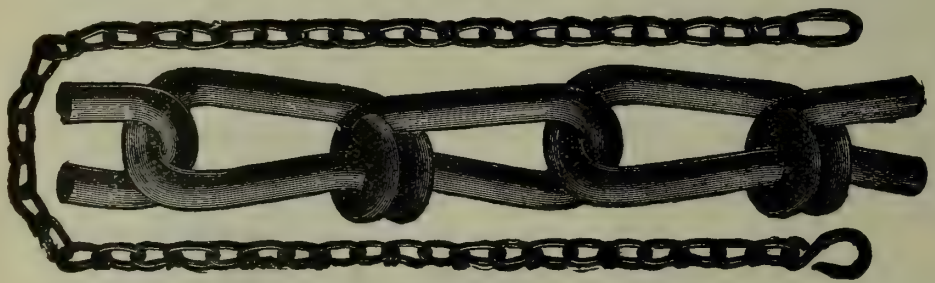

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AFTER A TEST OF 2315 lb. STRAIN.

New Process Steel Wire Trace Chains

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All our Chains are now made under the new process.

Every Chain guaranteed

The B. Greening Wire Co. Ltd.

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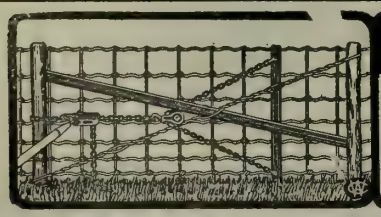

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Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

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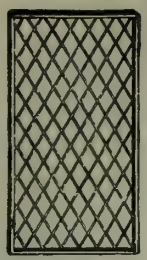

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Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

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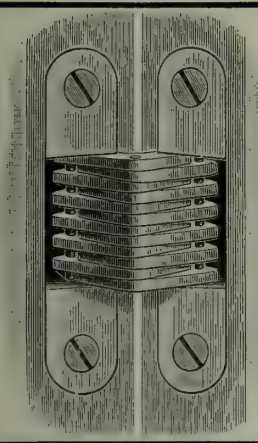

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"DIAMOND" Brand FITTINGS

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NONE GENUINE unless bearing the TRADE MARK

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MONTREAL
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Announcement

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It is our intention at an early date to call personally on the trade, and we hope that by keeping closely in touch with our customers and by giving all business entrusted to us our personal attention, that we will secure a fair share of your valued orders.

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459 ST. PAUL ST., MONTREAL

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Backed by a Surety Bond

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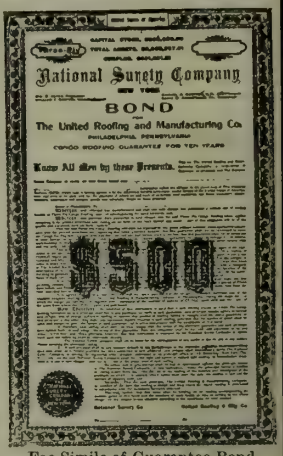
We cannot dodge this guarantee.

The Surety Company's capital backs it up to the letter. It gives you absolute protection.

You don't need to know what Congo is made of or what it looks like; you know that it is going to last you ten years at least and that is the kind of service you want.

Let us have your name and address and we will be glad to send you a copy of the guarantee, together with samples of Congo and booklet telling all about it.



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We excel in this line, and can supply you with a number of very fine designs. Goods splendidly finished, in a variety of styles.

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Canadian Representatives:
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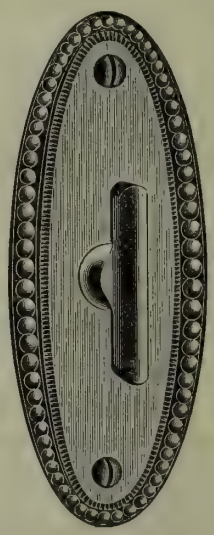

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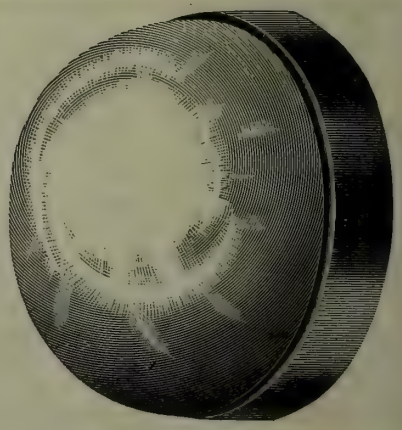
DOOR BELL and TURN

A very handsome, practical and saleable set.

This is only one of our many trade-catching door bell designs. Sold by all leading jobbers in the Dominion.

The BELLEVILLE HARDWARE CO., Limited
BELLEVILLE, - - ONTARIO



This excellent line is put up with **Bronze, Brass** or **Steel Turns, Steel** or **Bell Metal Gongs.** Also with **Cast Bronze, Brass** or **Iron Turns.** Our full list is very attractive

See Them

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Our **SCISSORS** are made of best shear steel. We carry full range of sizes, and are not excelled. We are also showing a fine range of Scissors in cases—both gilt and nickel—in the finest leather cases.

Our travellers are now out. Kindly inspect our samples.

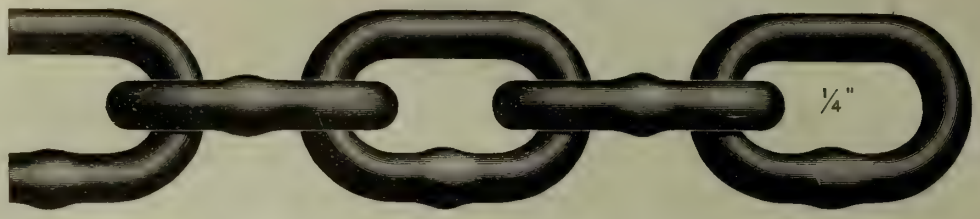
SEE THEM

E. F. WALTER & CO.

166-168 McGill St., Montreal

McKINNON CHAIN CO.,

ST. CATHARINES, ONT.



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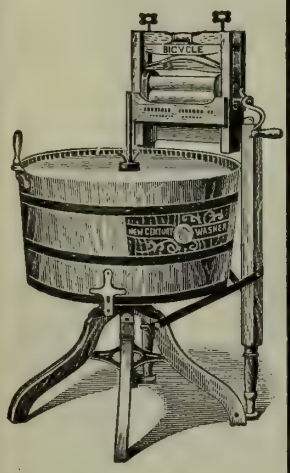
Nubia Finish

We guarantee our "Swell Weld" chain to be the strongest chain produced and will prove this statement by sending you a copy of tests made at Testing Laboratories.

Write Us for Particulars.



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there has never been a time since Washing Machines have been on the market, that the

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were not the most satisfactory washers to sell.

They are worth many times the money paid for cheaper machines.

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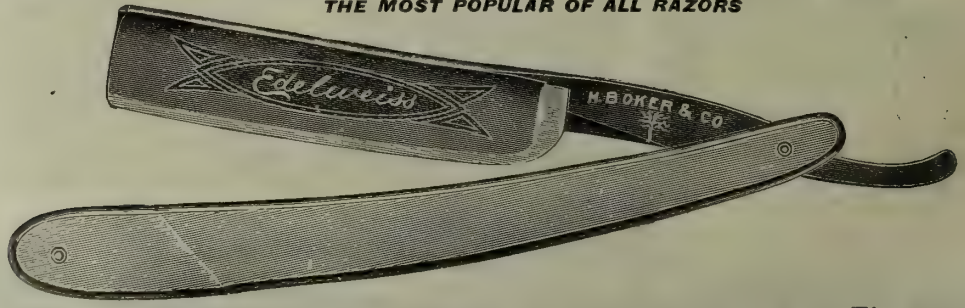
H. BOKER & CO.'S "EDELWEISS" RAZOR

THE MOST POPULAR OF ALL RAZORS



Ground by the most skilful grinders, every one an expert at his trade. The material, workmanship and finish of these Razors are perfect, and every Razor guaranteed to last a lifetime.

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we have been Manufacturing

Wood Screws, Wire Nails, Tacks

Machine Screws; Iron, Brass and Copper Rivets and Burrs; Staples, Corrugated Fasteners; Stove, Sink, Tire and Sleigh Shoe Bolts; Bright Wire Goods; Wire—Bright, Coppered, Tinned, in coils and cut to lengths, etc.

LOOK FOR OUR TRADE MARK—IT MEANS QUALITY.

Canada Screw Co., Limited

Toronto **Hamilton** **Montreal**

"The Latest and Best"—"DOMINION SPECIAL" FIELD FENCE

MADE FROM SPECIAL GALVANIZED HIGH CARBON WIRE
Drawn at Our Own Mill Galvanized at Our Own Mill Woven at Our Own Mill
FROM THE WIRE ROD TO THE FINISHED FENCE.

ENTIRELY "A CANADIAN PRODUCT"

JOBBERS should not fail to get into line at once and handle this fencing, your customers throughout the country will specify some fencing to complete their spring shipment of heavy goods. ***IT HELPS YOU IN MAKING UP A CAR.***

RETAILERS will find this a profitable line to stock. Ask your jobber for "Dominion Special"

CONSUMERS who want the best value in fencing should insist on their dealer supplying "Dominion Special"

DESIGN No. 1155

Our facilities for shipping in "MIXED CAR LOTS" are unexcelled. Some dealers being unable to take into stock a straight car of any one product can take advantage of this by placing their order for a carload containing Barb Wire, Galvanized Wire, Oiled Annealed Wire, Coiled Spring Wire, Fence Staples, Wire Nails, and "Dominion Special" Field Fencing.

Dominion Wire Manufacturing Co., Ltd., Montreal

Men Who Sell Things

By WALTER D. MOODY

Business Manager of Chicago Ass'n. of Commerce.

This "Salesman's Blue Book," written for Manufacturers, Merchants, Employers, and all Sellers of Goods, gives the author's Observations and Experiences of over 20 years as Travelling Salesman, European Buyer, Sales Manager and Employer. It shows "HOW TO INCREASE THE EFFICIENCY OF YOUR SELLING SERVICE" and "HOW TO INCREASE YOUR BUSINESS." Adopting these up-to-date suggestions means MONEY FOR YOU. Three of the 22 subjects are: The Order Taker Right Kind of Salesman, Letters to the Trade.

295 pp. Net $1.00. By Mail $1.10.

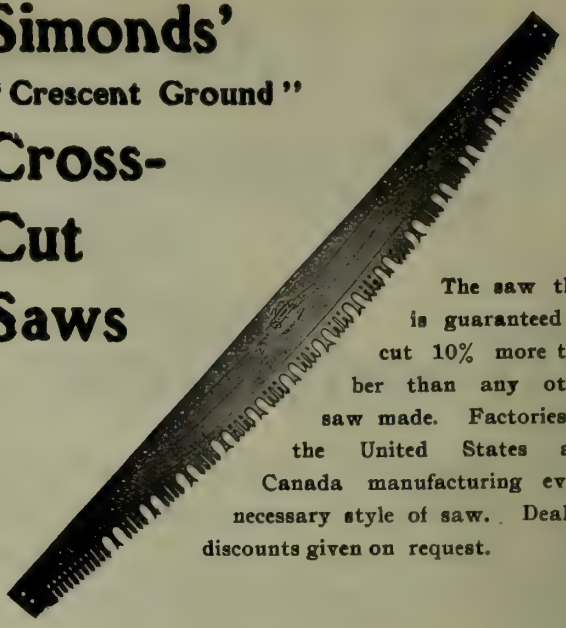
TECHNICAL BOOKS

10 Front St. East, Toronto

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Vancouver, B.C. **St. John, N.B.**

From scrap iron to finished material the greatest care is exercised in the production of our iron, every piece of scrap is carefully scrutinized before use, and the result is that high and uniform quality for which London bars are noted.

Bolts and Nuts

LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

DON'T LOSE PROFITS

HANDLE

XCELLS AND MAKE MONEY

These new Canadian Dry Batteries have made a reputation for themselves. They are guaranteed to have NINE LIVES.

You'll find them a very profitable and readily saleable line.

We Recommend XCELLS

Ask us for prices.

Prompt shipments from fresh stock.

LEWIS BROS., Limited

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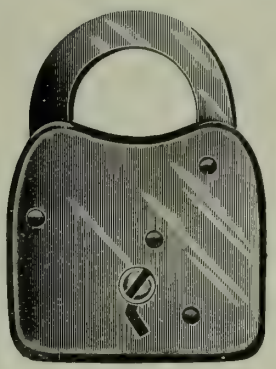
Ottawa, Toronto, Calgary, Vancouver

PADLOCKS



No. 206

Here's another, well worth-while ordering at the price. Wrought steel, brass trunion, spring shackle, self-locking, two flat keys, three changes to the dozen. Plated in brass, old copper, nickel, gun metal or japanned.

Show the foreigner we can make, and sell our own Padlocks in Canada, help now to develop home industry by placing an order with

MR. JOBBER

or write us for particulars.

Brass and Steel Goods,

Belleville, Ontario Limited

6 Years in use

and still good and strong.
The cut shows a fifty-foot

BARTLETT'S AWNING

after braving all kinds of weather for six years. Just shows the real quality of material and workmanship we put into our awnings. Note the owner's name and address.

WRITE FOR INFORMATION.

The awning is easily operated by one man from one end.

WILLIAM BARTLETT & SON, 20 Adelaide St. West, TORONTO

Big Business — Big Money

Structural Steel is a heavy line, all right, but you can deal in it without carrying a stock. All you have to do is to keep in touch with the local building trade—get out and recommend structural steel. We will protect you and quote you very close prices on all structural steel orders and supply you with any information you need to help you to close business.

HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

They Go Out

Mechanically Perfect

They Go Out

Thoroughly Tested

They Go Out

Absolutely Guaranteed

They Always Work

They Never Come Back

to you with any complaint from the purchaser

ISN'T THAT A GOOD REASON FOR STOCKING THEM ?

Won't it pay you then to fill your shelves with Popular brands like the

PENBERTHY ?

Manufactured by

Penberthy Injector Co., Limited, Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

Why the "Galt Kind" Pays the Dealer——

The high quality of "Galt" Sheet Metal —its features of design and construction —has already established a reputation in every locality where it has been used. There is money in this reputation for the Hardware man who is introducing or selling Sheet Metal Building Goods.

1909 will certainly bring a big demand for Metal Roofing, Siding and Ceiling and Lath, for buildings being built or repaired. Our goods and our advertising make this a demand for the "Galt Kind." Get ready to supply it by asking us at once for catalog, prices and particulars of our proposition.

The Galt Art Metal Co., Ltd.

GALT, ONT.

Winnipeg and Regina—DUNN BROS.

We supply a large share of the dealers of Canada simply because

McDougall Pumps are Standard Pumps

and thirty years experience should teach quite a few of the secrets of making a good article.

We are always ready to exchange ideas with the trade.

A catalogue for the asking.

The R. McDOUGALL CO.

Galt, Canada LIMITED

DIRECTORY OF MANUFACTURERS

CLIPPERS.

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., USA

Wiebusch & Hilger, Limited, special New York representatives. 106-110 Lafayette Street.

ELECTRIC DRY BATTERIES.

TRADE MARK

NINE LIVES

X CELLS are the only Dry Cells which show NINE LIVES.

You'll make money in handling them. All standard sizes.

Electrical Specialties, Limited

TORONTO

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

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GALVANIZING.

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Work and Prices Right

ONTARIO WIND ENGINE & PUMP CO., Limited

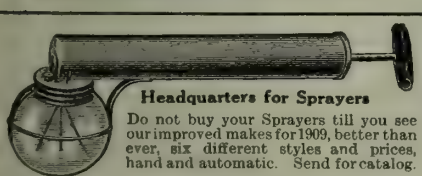
Toronto, Ont.

GALVANIZING AND TINNING

The CANADA METAL CO.

Toronto, Ontario.

HARDWARE SPECIALITIES.



Headquarters for Sprayers

Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.

Manufactured by

THE COLLINS MFG. CO., TORONTO.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention HARDWARE AND METAL.

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Phone College 4877

JONES BROS.

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Stove Brick **Stove Castings**

Fire Clay **and Water Fronts**

Asbestos Cement

Brick for Fire Places

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We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.

Our connection is with the Wholesale Hardware Trade

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WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

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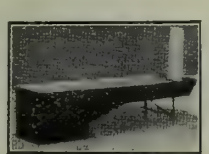
Manufacturers' Agent and Metal Broker, 13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

MAPLE EVAPORATORS.



Maple Evaporators

A first-class evaporator that will make good — clear — the kind you like — maple syrup. The price is so low anyone can afford to buy.

Write us for Catalogue of Evaporators, Sap Buckets, Storage Tanks, Etc.

The Steel Trough & Mach. Co. Ltd.
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Are you using **"PLIC" BOOKS**

The up-to-date way of writing original and duplicate letters and orders at one operation on your own printed letter or note head. Nothing so quick and simple. Sample on request.

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RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SNAPS.

"QUEEN" LOOP SNAP

Strong Durable

No. 900—Another addition to our line.

COVERT MFG. CO., TROY, N.Y., U.S.A.

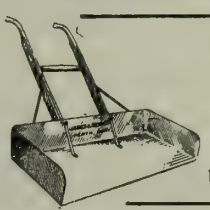
SHELF BRACKETS.

Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

SKATING RINK SCRAPERS.



SKATING RINK SCRAPERS

Will clean the ice off in half the time. Appreciated by rink managers everywhere.

JAMES & REID, Sole Mfrs.
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TOOLS.

ARMSTRONG CUTTING-OFF TOOLS

are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes 7 sizes each. Write for Catalog

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My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

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CRESCENT WIRE AND IRON WORKS.

Kingston, - Ontario

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards. Fencing and Railings.

PARTRIDGE & SONS, Proprietors.

PARKER WIRE GOODS COMPANY

1 Assonet St., WORCESTER, MASS, U.S.A.

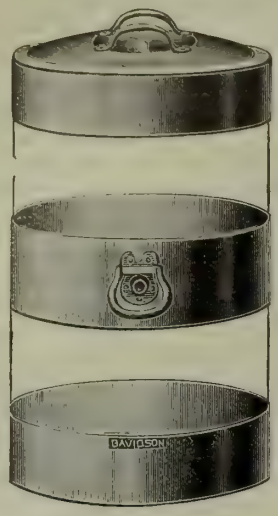
GENERAL AND SPECIAL WIRE HARDWARE.

Write us for prices

New York Office, - 107 Chambers St

Davidson's Broad Hoop Roll Rim Bottom

Milk Can Trimmings



A combination of strength and durability

Our bottoms have HEAVY ROUND ROLLED EDGES which make them doubly durable, and saves all wear and tear to Factory Floors and Waggons.

BOTTOMS ARE CONCAVE and drain to the centre, and are therefore easy to wash out.

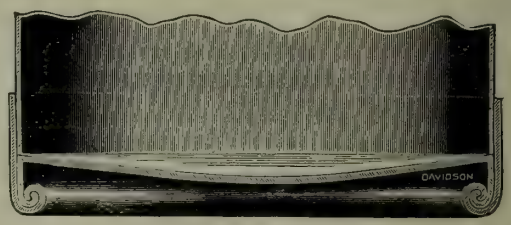
THEY DO NOT CORRODE like those which drain to the side.

OUR MILK CAN TRIMMINGS ARE UNEXCELLED for ease of making up, and our Patent Roll Rim Bottom makes a strong, neat and fitting completion to any milk can.

We also carry in stock Tinned Iron, cut to size for milk can bodies, which we can supply promptly.

Diagram showing how strongly our Roll Rim Bottoms are constructed

SEE HOW THE OUTER AND INNER RIMS ARE ROLLED IN AND THEN RIVETTED TO BOTTOM HOOP.



IN COMPLETE SETS

"Broad Hoop" Pattern—Composed of the following: 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 inches wide, 20 gauge, 1 Broad Top Hoop, 1 pair Cover Handles, 1 pair Side Handles.

The Thos. Davidson Mfg. Co., Limited, Montreal and Winnipeg

A FULL LINE OF

20TH CENTURY

MAIL BOXES

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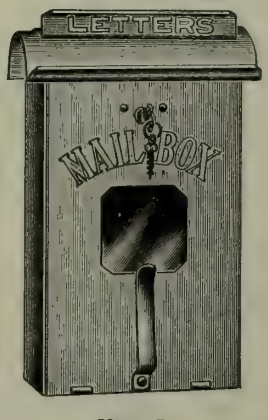
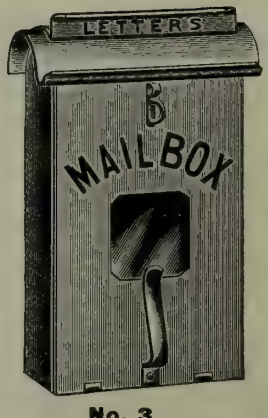


No. 2



No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

DISSTON SAWS

BACKED BY THE
DISSTON SAW WORKS
AND BY THE
DISSTON METHOD
of manufacturing

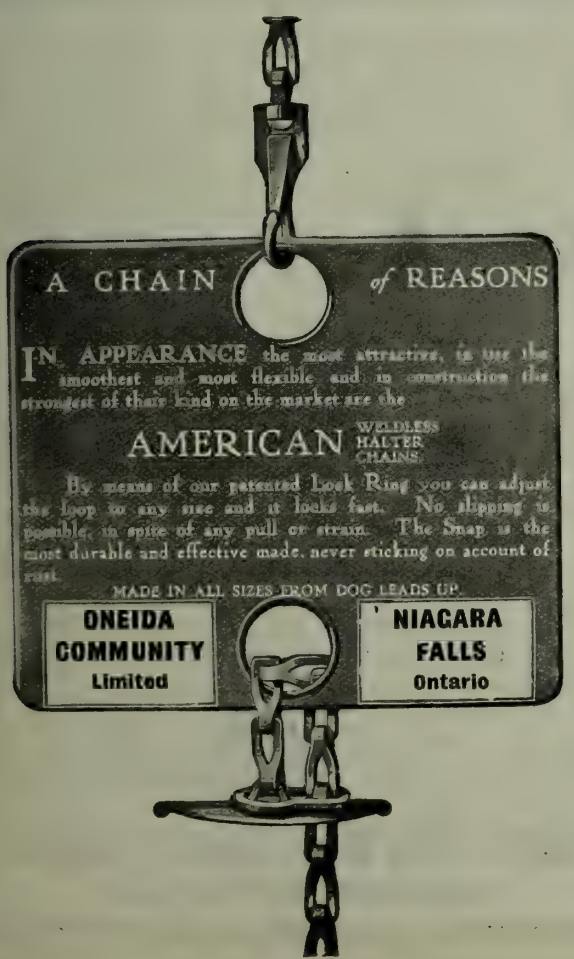
THIS BRAND

ON SAWS AND TOOLS
will continue to be recognized
in the future as in the past
SIXTY-EIGHT YEARS
as a guarantee of Highest
Quality and Efficiency.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO



Atkins Silver Steel

Segment Ground

Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis

Hubbell Lamp Guard.
No. 5573

Hubbell Lamp Guard

THE GREATEST LAMP PROTECTION
THE LEAST LIGHT OBSTRUCTION

NOTE THE SIMPLE SCREW CAP

Supported on Socket, and NOT on Lamp — Intersecting wires are electro welded

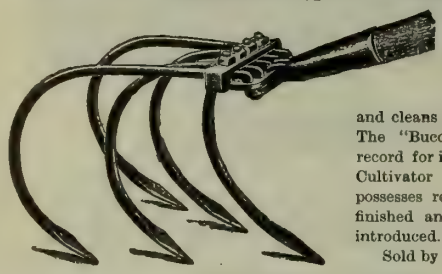
REDUCE YOUR LAMP BILL BY USING HUBBELL GUARDS

The R. E. T. Pringle Company, Limited

MONTREAL — WINNIPEG

"BUCO" GARDEN CULTIVATOR

HANDLE 4½ FT. LONG



Teeth are Oil Tempered and Tested, Steel Springs adjustable to width Loosens soil thoroughly and cleans weeds out BY ROOT. The "Buco" has made a unique record for itself as a capital hand Cultivator and labor saver, and possesses real merit. It is nicely finished and a good seller where introduced.

Sold by Hardware Jobbers.

Manufactured only by

BAILEY-UNDERWOOD CO., LTD.

NEW GLASGOW, N.S.

ACME FLEXIBLE STEEL MATS

MATS SPECIALLY MADE TO FIT ELEVATORS and ENTRANCES.

Prominent features of ACME MATS:

Manufactured of best strip steel, which insures strength and durability. Galvanized finish, which insures non-rustability and attractiveness. Flexibility, which insures convenience. Mesh of special design, which insures self-cleaning and a sanitary condition.

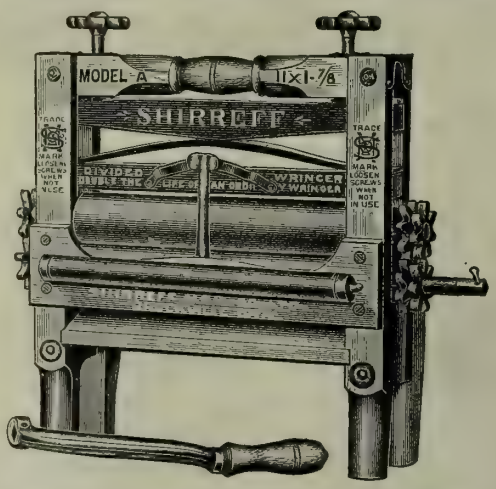
PAT. NOV. 3, 1903.

Manufactured by the

ACME STEEL GOODS CO., A good line for hardware jobbers and dealer

CHICAGO—2834-40 Archer Ave. — NEW YORK—28 Elm Street.

Wears longer than any other Wringer



Shirreff's Divided Wringer

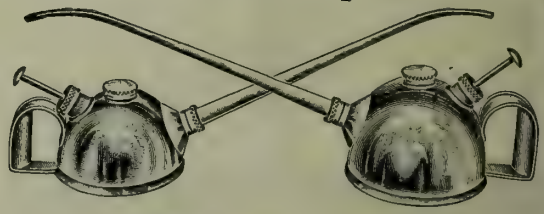
has a dividing bar in the centre which need only be removed when washing quilts or blankets. Result—the rubber rollers are evenly worn on each side instead of in the centre only as with other machines, making them last twice as long.

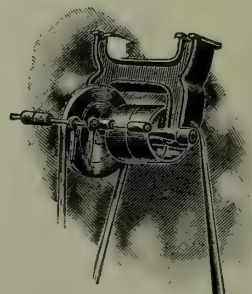
Write To-day for Price List

THE SHIRREFF MANUFACTURING COMPANY
Limited

Brookville, - Ontario

Howland Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois, U.S.A.

Bone Cutters

This is a favorite size. We make other sizes, from

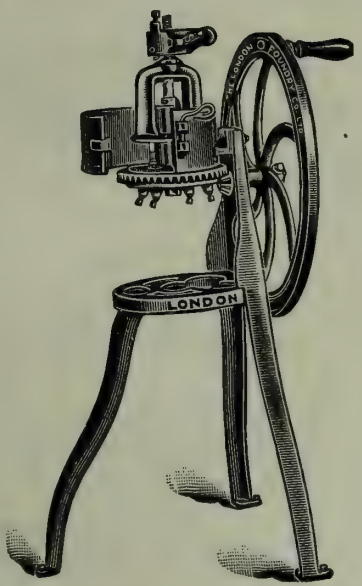
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



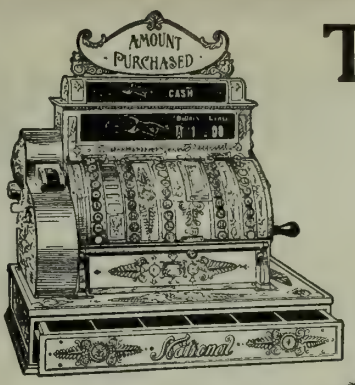
Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

They Pay!



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Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.

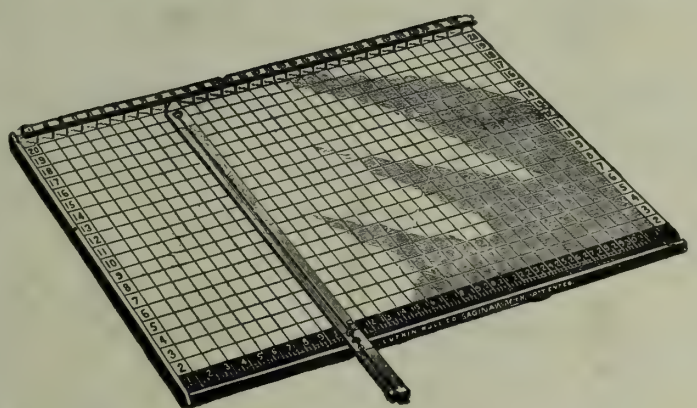
Corner Yonge St. and Wilton Ave., Toronto, Ont.

F. E. MUTTON, Canadian Manager

Perfection Glass Boards

Hardwaremen who are constantly cutting odd sizes will appreciate the advantages of the **Perfection Glass Board** for this purpose. It fills a long felt want—a perfect glasscutter's board. It insures accuracy, saves time, and prevents breakage.

Write for our catalogue containing full particulars and prices.



Our stocks of all kinds of **Glass** at our **Three Warehouses** are very complete, and place us in a position to fill all orders promptly. Mail orders for glass, other than manufactured, shipped same day as received.

SOLE CANADIAN AGENTS FOR

MAXIMUM LIGHT GLASS and CAT'S EYE GLASS

THE HOBBS MANUFACTURING CO., Ltd.

Factories and Warehouses :

TORONTO **LONDON** **WINNIPEG**

A TRIP THROUGH CALORIC-VILLE

A few years back you felt rather doubtful about the selling ability of a Canadian Made Steel Range. Now things are changed, and because of that fact we want to take you with us on a trip through that foundry of ours from whence comes "Caloric," the gas range that pushed itself to the front.

We are going to be frank and tell you everything in connection with this range—the material, the making, the chances for selling.

You know as well as we do that the gas stove business is here to stay, that in certain territories it is the "only" line, and that no dealer can afford to miss a single sale. You know also that there is more money and less work for you in selling a Canadian-made article than a foreign article, and we believe when this trip is over that you will agree with us that "Caloric" is the Canadian Gas Range to put your money on.

You may ask "Why didn't you talk gas ranges strong other years?" Answer—"When we have our goods as near perfect as they can be, then, and only then, do we proclaim their virtues."

We worked for years on our coal and wood stoves before we told the story of their perfection to the public. You know how the public responded. You can see the answer as soon as you arrive in London.

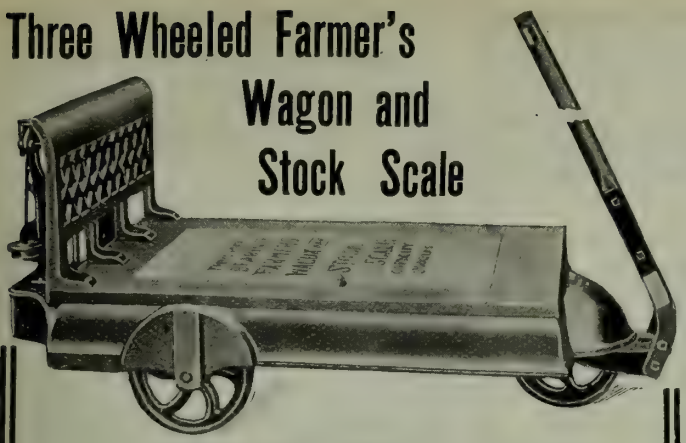
And by the way we could name you a dealer not one hundred miles from London, who, up to last year, would not look at a "Caloric." He sold the Yankee article. Last year he took a look, then a sprint, and presto! more gas stove sales than any previous year in his history.

"Caloric" is a good gas range. You bet we are going to push it along.

McClary's

London **Toronto** **Montreal** **Winnipeg** **Vancouver**
St. John, N.B. **Hamilton** **Calgary**

Three Wheeled Farmer's Wagon and Stock Scale



Capacity 2,000 lbs. Platform 24" x 36"

¶ The only scale that will weigh on an uneven floor.
¶ The wheels are larger, and therefore scale is easier drawn than any other scale.
¶ The wheels are encased to prevent rubbing on anything projecting over platform.
¶ The handle is self-locking, and will not fall down when not in use.
¶ Material and workmanship equal to any of the most expensive scales on the market.

Manufactured only by

The Aylmer Pump and Scale Co., Ltd.

Aylmer, Ont.

WESTERN REPRESENTATIVES: Ontario Wind Engine & Pump Co. Winnipeg, Man.

You Can Sell

"SAFE LOCK" SHINGLES

with less argument and more profit, than any other metal shingles.

SAFE LOCK Shingles are this year being made of superior material, and with greatly improved appearance and construction.

There is no longer any notch in the bottom lock, and all the locks are now absolutely uniform, so that they fit together instantly. The impression on the shingles has been deepened and emboldened, resulting in a very handsome finish.

SAFE LOCK Shingles are made altogether by machinery. That insures all locks being perfectly true, and makes them the easiest of all to lay. Our dealers will make more money out of SAFE LOCK Shingles than they ever have before. Are you one of our dealers? If not, why not?

WE WORK WITH THE TRADE

Metal Shingle and Siding Company, Limited

PRESTON and MONTREAL

GENERAL SALES AGENTS

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Gray's Perfect

Blue Print Patterns

For Sheet Metal Work

The growing demand for these patterns proves their accuracy and time-saving features. They are made full size, on heavy blue print paper. The largest patterns can be transferred on metal in *two* minutes.

ELBOW PATTERNS

Made in two sets.

SET A—Comprising 89 patterns, developed on a sheet of 24x68 inches, sizes ranging from 1 to 20 inches, in two, three, four and five pieces. Price, $1.50

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SETS A and B together, 160 patterns, with chart showing all the angles and degrees of same. Price - - $3.00

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THE ROOFING, CORNICE AND SKYLIGHT MANUAL

The Book consists of three articles:

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SKYLIGHT CONSTRUCTION—Ground Plan and Elevation of Skylight; Plan of Top Miters; Development of Curb, Ridge and Cap Miters; Pattern for Common Bar, Hip Bar and Jack Bars.

175 Pages *170 Illustrations,* *13 Plates*

Price $1.50 Postpaid

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NICKEL FOR NICKEL STEEL

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WRITE US FOR PARTICULARS AND PRICES

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Auto Spray

Compressed-Air Automatic

Best hand sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

CAVERS BROS.

Manufacturers, - GALT, Ont.

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"LA BELLE"

THE MOST PERFECT AND RELIABLE SHEET ON THE MARKET

Drummond, McCall & Co.

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NOVA SCOTIA STEEL & COAL CO., Limited

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Manufacturers of

FERRONA PIG IRON

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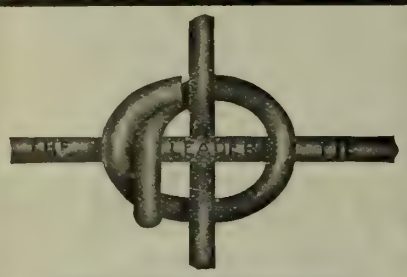

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The "Leader" Woven Wire Fence does not bow or sag when erected. It is made of all No. 9 hard galvanized wire, with double-grip lock.

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Hardware Merchants wanted to handle our Goods

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The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

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JOHN OAKEY & SONS, Limited

Manufacturers of

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CÆMENTIUM

Reg'd.

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

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ears and Years of Work Towards Perfection

has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. ECONOMY IN MANUFACTURE, the sifted experience of generations enables us to lay down at your store CARTRIDGES that give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER

WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

To a BRAINY man of business sense, that settles all argument.

MADE FOR ALL STANDARD GUNS

J. H. ROPER, SOLE CANADIAN AGENT,
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FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**

Lachine, June 5, 1903.

The J. W. Harris Co., Limited, Montreal.

Dear Sirs,—Your system of ventilation installed in our Convent has given us absolute satisfaction.

Yours respectfully,

Sister Marie Pacifique, Gen. Eco.
Sisters of Ste. Anne.

Made by

The J. W. HARRIS CO., Limited

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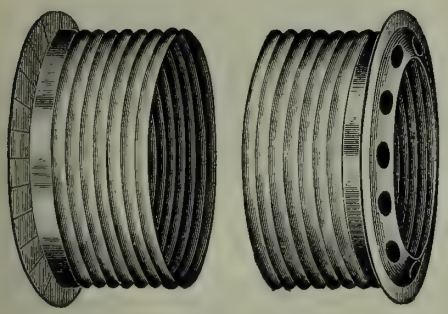
Montreal

O.K. Adjustable Thimbles



are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

METAL SHINGLE AND SIDING CO., Limited
PRESTON and MONTREAL

Decoration Counts

a whole lot in children's toy wagons. A boy wants a wagon that makes a brave show. That's why you can sell more

BUSTER BROWN
Children's Express Wagons

than any other make. They are beautifully painted and striped, very strongly made and easy running. Made in several sizes at popular prices.

Ask for our quotations

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Makers of Woodstock Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs.

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White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.
18 Victoria St. - TORONTO
'Phone Main 7363

HOW TO WRITE SIGNS, TICKETS AND POSTERS
BY PAUL N. HASLUCK

Practical handbook for the sign writer, giving concise information on the general principles of the craft. Contents are:—Formation of Letters, Stops, and Numerals; Sign Writer's Outfit; Making Sign Boards and Laying Ground Colors; Simpler Forms of Lettering; Shaded and Fancy Lettering; Painting a Sign Board; Ticket Writing; Poster Painting; Lettering with Gold, etc.

Price 50 Cents.

TECHNICAL BOOKS, - 10 Front Street East, TORONTO

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

ESTABLISHED 1850.

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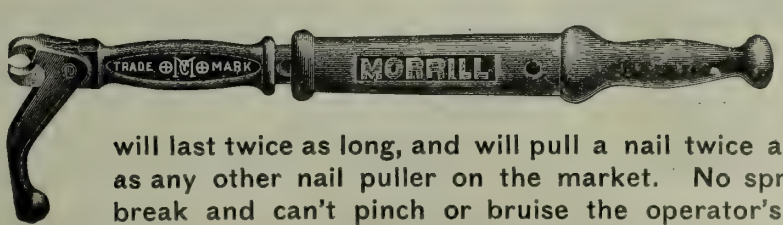
RIVETS,
ESCUTCHEON PINS,
SPECIAL WIRE NAILS.

OFFICE, 183 LAFAYETTE ST., NEW YORK
WORKS, CLAY AND OAKLAND STS., BROOKLYN

IN ALL METALS.



This Nail Puller will last twice as long, and will pull a nail twice as easily as any other nail puller on the market. No springs to break and can't pinch or bruise the operator's hands.

Chas. Morrill : : 271 Broadway, New York

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
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Cement, Coal Tar and Pitch

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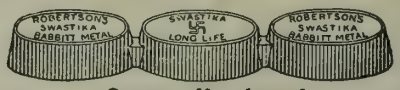
Copper Hardened

SWASTIKA

LONG  **LIFE**

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Best Babbitt Value in the World.

LONG LIFE METALS

Copper Hardened

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure Grade High, Price Low. 25c. lb. *Write for Booklet*

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

SOMETHING SPECIAL

Our Annual Spring Number will have special interest for Hardware Merchants, Clerks, Travellers, and Hardware Manufacturers.

It will contain interesting and instructive articles on subjects in which these men are interested.

It will contain advertisements from over 300 firms selling to the Hardware trade.

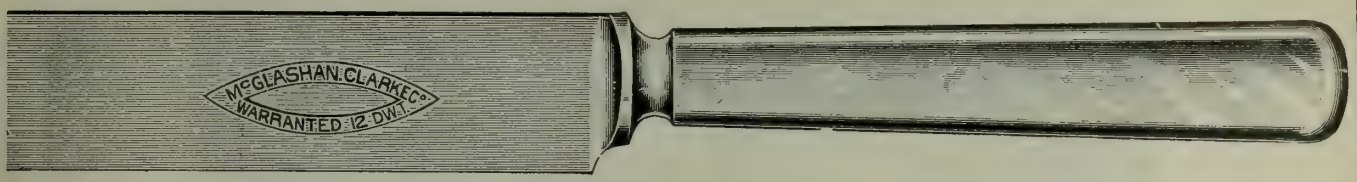
All Manufacturers and Jobbers selling to Canadian Hardware trade should arrange for good strong announcement in this Number.

For rates and further particulars write our nearest office.

HARDWARE AND METAL, - Montreal, Toronto, Winnipeg

An Excellent Line--Always in Demand

Cut shows our No. 715 Dessert and Table Knife. It has a balanced handle of the best grained celluloid, warranted secure. The blade is swedged, and is made from the finest English cutlery steel, 12 dwt. blade, hand burnished. Put up in neat half-dozen rack boxes.



The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

THERE'S MONEY FOR YOU IN

introducing to every woman in your neighborhood the washing machine that takes all the hard, back-breaking work out of wash day. That's

THE "PURITAN"

The roller gear, roller bearings and heavy balance wheel make it run very easily and smoothly. At each revolution the "dolly-board" makes a ¾ turn instead of the ½ turn of other machines, and does twice as much real rubbing. That's why it washes so quickly.

These points make the "PURITAN" a steady seller and a money-maker for you. Write us for booklet and prices.

DAVID MAXWELL & SONS, - ST. MARY'S, ONT.

When You Think of Clippers

Think of Burman's

Horse Clippers,
Barbers' Clippers,
Power Clippers,
and Sheep Shearing Machines

By stocking Burman's you will please your customers and establish a prestige in your store and then there's MONEY in it for YOU

Sold by Leading Wholesale Hardware Stores

THE BURMAN No. 17 POWER CLIPPER AT WORK

BEEN making CLIPPERS since 1871

Their CLIPPERS are made for His Majesty's Government, for the India Office, and for all PARTICULAR PEOPLE

Patronized by

H.I.M. The Czar of Russia
H.M. The King of Denmark
H.R.H. The Duke of Connaught
H.R.H. Prince Christian

Write TO-DAY to your nearest Jobber for information—FREE. Splendid literature supplied the trade

B. & S. H. THOMPSON & CO., Ltd., Agents for Canada, MONTREAL

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at

TORONTO **ST. JOHN**
MONTREAL **WINNIPEG**
HALIFAX **VANCOUVER**

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
Starting in Business.

SEND $1.00 TODAY, and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Company

10 Front St. E., Toronto, Canada

A Good Talking Point

THERE'S SOMETHING DIFFERENT ABOUT THE

DILLON HINGE STAY FIELD FENCE

Note the way the man on the fence bends the strand wires at *the hinges only*. Remove the weight and the wires spring right back to the horizontal. The Dillon is the only fence embracing this hinge-stay principle.

WRITE FOR CATALOGUE

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

TO THE TRADE--

We wish to remind you of the fact that we are the only manufacturers of Metallic Roofing, Siding, Ceiling, Cornices, Skylights and Lath who have : : : : : :

Protected the trade for 24 years

Most Metal Roofing Manufacturers are going direct to the consumers.

If we are to continue protecting YOU it will be necessary for you to protect US by pushing the sale of our "Metallic" goods. There is money in it for you.

Will you do it? Or must we also go direct to the consumer?

It is for you to say.

The Metallic Roofing Co., Limited

Manufacturers

Toronto — Winnipeg

Manufacturers of

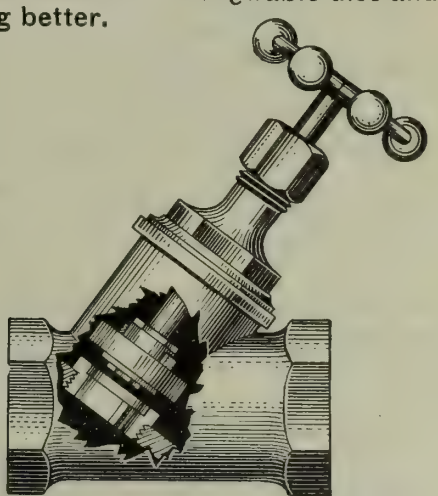
BRASS AND IRON VALVES

For Marine and Stationary Boilers

Trouble with blow-off valves is a common complaint with engineers. If you have a client inquiring for something reliable in this line, submit him our J.M.T. Blow-off Valve with renewable disc and loose seat ring. Engineers who have used them, ask for nothing better.

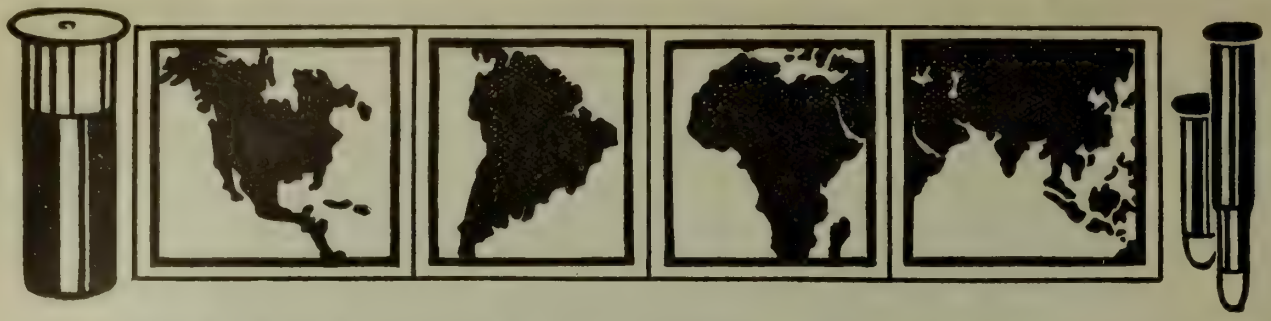
Double Extra Heavy Marine Blow-off Valve for 300 lbs. working pressure.

Marine Type, Twin Pattern Pop Safety Valve. Made in accordance with Government Marine Inspection Requirements.



Blow-off Valve for Stationary Boiler. Renewable disc and seat.

The Jas. Morrison Brass Mfg. Co., Limited, Toronto



BEHIND EVERY SUCCESS IS A PURPOSE. Ours is to make the best ammunition in the world. Yours is to sell the best ammunition.

Our purpose reaches across the Atlantic to get the finest smokeless powders made. We will go to the ends of the earth to get the best metal, paper, ingredients, machinery and experts.

You have only to reach to us, to sell the best ammunition. Your success is worth a post card.

Cartridges of every size, for every make of arm. The four famous, perfect shells.

DOMINION CARTRIDGES (Sure Fire)

Regal Shells	Imperial Shells	Sovereign Shells	Crown Shells
(Ball stite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

Kemp's New Cold Blast 1909 Lantern

SUPPLIED IN

Bright Tin

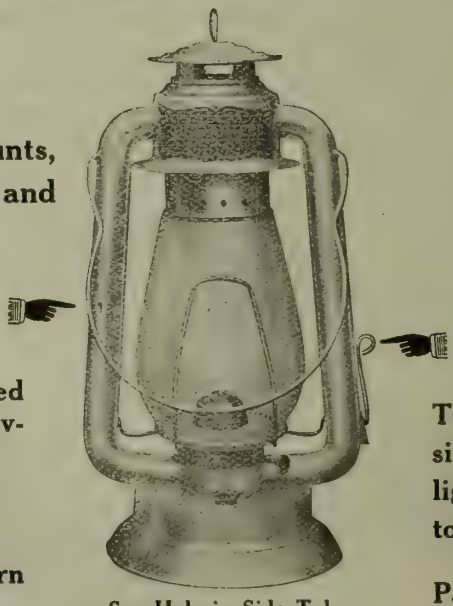
Japanned with Lacquered Founts, Japanned with Brass Founts, and Japanned with Dash Board.

All Lanterns are fitted with new extinguishing device

Can be filled, lighted, regulated and extinguished without removing the globe.

Standard size for kerosene.

Fount holds sufficient oil to burn 19 hours.



See Hole in Side Tube

FITTED WITH

No. 2 Burner
1 Inch Wick
No. 2 Globe

SIDE LIFT

The simple lever or crank on the side tube raises the globe to light, and locks the globe down to burner.

Packed in cases of one dozen.

PRICES ON APPLICATION

KEMP MANUFACTURING COMPANY, Cor. Gerrard and River Streets Toronto, Canada

THE KEMP MFG. & METAL CO., Ltd., 111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL 39 St. Antoine St., Montreal, Que.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

ONTARIO CONVENTION PROGRAM.

Tuesday, Feb. 9.

10.30 a.m.—Executive Committee meeting.

2.30 p.m.—Convention (business session).

8.00 p.m.—Convention addresses by R. R. Williams, hardware editor Iron Age, New York, and Robert Munro, Montreal, followed by "Question Box" discussion.

Wednesday, Feb. 10.

9.00 a.m.—Visit Greening Wire and Canada Screw factories.

1.30 p.m.—Convention (business session.)

8.00 p.m.—Complimentary banquet tendered by hardware jobbers and hardware manufacturers of Hamilton.

Thursday, Feb. 11.

9.00 a.m.—Visit Canadian Shovel, Canada Steel Goods and Canadian Drawn Steel factories.

1.30 p.m.—Convention (open to travelers, etc.) Short addresses by C. C. Ballantyne, Montreal; A. A. Briggs, London, and others, followed by "Question Box" discussion.

8.00 p.m.—Complimentary theatre party, tendered by hardware jobbers and manufacturers of Hamilton.

Friday, Feb. 12.

Hamilton manufacturers invite visiting retailers to visit the blast furnace and other hardware and kindred industries.

Special Railway Rates..

Those attending the convention should ask their railway agent for a one-way ticket to Hamilton and a "standard certificate." This certificate will be signed by the Secretary at Hamilton and a reduced fare allowed for the return trip. Tickets will be good going Feb. 5 to 10, returning up to Feb. 15.

Convention Headquarters.

Waldorf Hotel, Hamilton.

BIG CROWD COMING.

"We will have a number of new men from the north," writes President Hambly, Barrie, when sending in a fee for a new member at Aurora.

"There will be a more representative gathering of Eastern Ontario hardwaremen at the convention than ever before," writes R. C. Chown, of Belleville. "I am trying to get some of my friends to attend as I know if they go once the pointers they receive will more than pay them for the time and money they spend."

Carter Brothers, Picton, are one of several firms who want to know the remedy the "Ontario Hardware Dealer" spoke of in his letter on the roofing question in last week's Hardware and Metal. The remedy will be explained at the Hamilton convention.

"I am very much interested in the Hamilton convention, and will try to spend all three days," writes W. S. James, Niagara-on-the-Lake, a new member. Other new ones coming include L. I. Hunt, Thorold; W. T. Walker, Cobalt; J. W. Husband, Wallaceburg; D. Sinclair, Paris; Frank E. Coy, St. Catharines; F. McPherson, Blyth; W. A. May, Creemore, and Stanley Mills, Hamilton.

"You can count on me being at Hamilton, even if it's a case of walking there, as I am sure after the profitable and successful convention last year no one who was there will miss the coming one," writes F. A. Hoar, Barrie.

"Make out badges for my brother and myself. I enclose 50 cents for the extra badge," writes C. R. Bailes, Oshawa.

"We have been members since May, 1906, and consider we have been many times repaid. We cannot place a value on the benefits received at the convention. Can I bring our head clerk to the convention with me?" writes Adolph Henry, Orono. Of course he can.

"I have been looking forward to the Hamilton meeting as my annual outing, and I expect to enjoy myself in every way—physically, socially and financially," writes S. B. McClung, Trenton.

But space is limited and this must end.

There'll be a crowd at Hamilton, all right.

THE QUESTION BOX.

Fred. C. Lariviere, Montreal, one of the best informed and most progressive hardwaremen in America, has accepted an invitation to attend the Hamilton convention on Feb. 9, 10 and 11, and take charge of the "Question Box" discussion.

It is now up to the retailers who attend to supply Mr. Lariviere with a goodly number of "live" questions dealing with problems affecting the retail hardware trade. And as the discussion will be reported in these columns questions might even be sent in by men in the trade who find it impossible to attend.

"WILD CAT" TRADE.

Editor Hardware and Metal:

My attention has been drawn to "Hardware Dealer's" letter in the last issue of your paper. He seems to be on the right track of those people who go about the country peddling to farmers, threshers, mill men, elevators, and they themselves only know who not.

Now the firm named are not the only ones who do that sort of thing, and if this thing goes on it will ruin trade very quickly. In my town almost any little tinker can quote wholesale prices, showing at once that the travelers have been either selling them or trying to do so. I have been injured very much by this sort of thing, and am not going to join the hardware association till a strenuous effort is put forth to stop this "wild cat" trade.

No house sell to anyone who has not a certain area of shelving, say 200 feet, fair measure, filled with goods and some one always on hand to serve the public. This would shut out small retailers who do not propose to run any business, but just to spite some good, large house who has to keep a large stock to accommodate the public.

I believe the Hardware Association could do very much to remedy this evil. I am sure all retailers should attend the coming Association convention in the City of Hamilton, and protest against this sort of thing, and I know if they do, much good will be done. I hope Hardware and Metal will use its columns to this end.

ANOTHER DEALER.

Note.—The writer of the above is not a member of the Ontario Association, and he says he doesn't intend to join. He registers a kick, but he wants some other retailers to bear the brunt of the work, and then when everything is lovely he will climb into the bandwagon, stick out his chest and point to the great things "we" have done.

There are many of his way of thinking. They say the Association is a good thing, but ask them to join and they are great side-steppers.

If "Another Dealer" thinks it good policy to stay on the outside and be a whole football team in himself he can elect to do so. But he ought to be told that there are towns in Ontario where "selling to consumers" is not as prevalent as it is in his town. And if he attends the Hamilton Convention (as he thinks others ought to do) he can bring his grievances before his fellow-retailers and unite with them in building up an Association strong enough to remedy the evils complained of. W. W.

Prize-Winning Christmas Windows

Result of the Contest for the Best Holiday Displays in Large Cities and Small Towns—Prize Also Awarded for Best Christmas Advertisement.

This year's Christmas window dressing contest eclipsed any yet held by Hardware and Metal, both in the number and quality of the displays made, and it is safe to say that nowhere in the world are there any better hardware windows shown than right here in Canada. And that the contests held under the auspices of this paper are fruitful in results is shown in many ways.

In the first place, it is evident that a friendly but keen rivalry exists between the hardware clerks and merchants in a number of Canadian cities as to which firm will be able to show the most attractive and best selling window.

Then again, Hardware and Metal is helping bright clerks to advance themselves into higher positions in life. For instance, Albert Karges, a Woodstock, Ont., clerk, has become the manager of

Awarded 1st Prize—Dressed by Walter S. Bate, with Johnson & Co., Brandon, Man. A Neat Window Not Overdone and Calculated to Encourage the Buying of High-Class Goods.

a large Winnipeg business largely as a result of the publicity he gained through the publication of his window displays in this paper. Then S. S. Wetmore, Halifax, one of our last year prize-winners, is winning a continental reputation. And this year the clerk dressed the prize Vancouver window was last year the dresser of a prize-winning window at Almonte, Ont. Evidently his reputation helped to carry him west to Canada's metropolis on the Pacific Coast, and that the advice given by Hardware and Metal is being taken is evident by the fact that practically every window entered in the competition made a feature of using price-tickets on the articles displayed.

A general criticism of the photos sent in this year is that the majority of the wiudows shown are overcrowded, some otherwise good displays having to be over-ridden in awarding the prizes on this account.

In making the awards consideration was given both to the attractiveness and the selling qualities of the display made. In fact, a window calculated to draw a crowd to the store was considered to be worth about one-third more than one

Awarded 2nd Prize—Dressed by Roy C. Gilmour, with J. A. Flett, Vancouver. Well Arranged but Slightly Over-crowded with Not Enough to Relieve the Eye and Encourage Study.

which merely showed a fine line of goods without any special feature to attract attention. Some stores follow the plan of making two displays, one to draw the crowd, the other to sell the goods, and this is undoubtedly a good idea. Where this is done, however, in a contest, photos of both windows should be sent us.

The Prize-Winners.

In cities over 10,000 population the first prize was given to Walter S. Bate, with Johnson & Co., Brandon, Man., who was the winner of a first prize for the same window last year. At that time the dividing line was placed at 25,000.

Second prize was awarded to Roy Gilmour, with J. A. Flett, Vancouver, who a year ago ran second to Mr. Bate with a window dressed for Torrance & Koffman, Almonte, Ont. This year, however, the contest was more close.

Third prize went to A. A. Letellier and H. J. Hanwell, with the Kingan Hardware Company, Peterboro, their window differing from the others in being one calculated to draw a crowd. Had it been accompanied by a good companion "selling" window it is probable first prize would have been given. The window shows a fair line of gilt hardware but its merit is in its ability to attract big and little children and bring them to the store.

A special fourth prize was awarded to W. B. Christopher, with Fox's cutlery store, Victoria, for his excellent cutlery display.

These four windows are illustrated this week and the prizes will be forwarded in due course.

In the Smaller Towns.

In the contest confined to towns under 10,000 some fine photos were also submitted. These, however, will have to be held for publication in a future issue. The same prizes, $5 for first and a copy of "Hardware Window Dressing" (MacLean Pub. Co., Toronto, $2.50) for the others, are given in both contests.

The first prize went to H. Flowers, with Peart Bros., Regina, his window being a mechanical ferris wheel arrangement with high merit both for its attractiveness and selling qualities. In fact, this window was considered the best submitted in both contests.

Second prize was taken by Peter McNaughton, with J. L. Fenn & Sons, Bracebridge, Ont., his window being a strong "selling" display arranged very artistically and not overloaded with goods.

Third place was claimed by R. F. Johnstone, hardware merchant, Acton, he sending two photos, one being the prize-winner, showing Santa Claus before a fire place, together with a neat arrangement of holiday goods, and a second showing holiday goods exclusively.

The Best Advertisement.

The Maritime Provinces, which was represented by only a couple of entries in the window contests, led the van in the advertising section of the competition, first prize being again won by Emerson & Fisher, St. John, last year's victors. Their ad., along with several others, will be published shortly in Hardware and Metal.

Commendable advertisements which will also be republished, were also sent in by R. F. Johnstone, Acton; Williams Bros., Gladstone, Man.; C. C. Falconer & Co., Winnipeg; J. L. Fenn & Sons, Bracebridge; A. W. Humphries & Son, Parkhill, and many others.

In the window-dressing contests, too, several of those which failed to win prizes are worthy of being engraved and during the year many of these will be shown on these pages. Included in these are those of A. H. Hatch, Vancouver; Peter Hymmen & Co., Berlin; Geo. W. Ecclestone, Bracebridge; Orillia Hardware Company, Orillia; Williams Bros., Gladstone, Man.; Dakin Bros., Digby, N.S.; Adamson & Sproule, Orangeville; R. Chestnut & Sons, Fredericton, N.B.; Taylor Bros., Carleton Place, and the Vokes Hardware Co., Toronto.

SELLING LESS THAN COST.

Low prices should not be the only point considered by dealers when placing orders for goods. Very often the manufacturer selling goods for less than the cost of production finds himself unable, and not infrequently unwilling, to fill such orders, and in consequence the retailer is hampered, annoyed and subjected to loss Dealers who are willing to concede to manufacturers a fair profit on goods purchased never have cause to complain of unfair treatment. If the manufacturer would benefit themselves and their customers, they should stop the cutting of prices immediately. Goods should be marketed for a fair margin of profit, based upon style and quality.

Awarded 3rd Prize—Dressed by A. A. Letellier and H. J. Hanwell, with Kingan Hardware Company, Peterboro. A Strong Selling Window Likely to Attract the Attention of Children. Should be Accompanied by a Window Showing a Display of Holiday Goods.

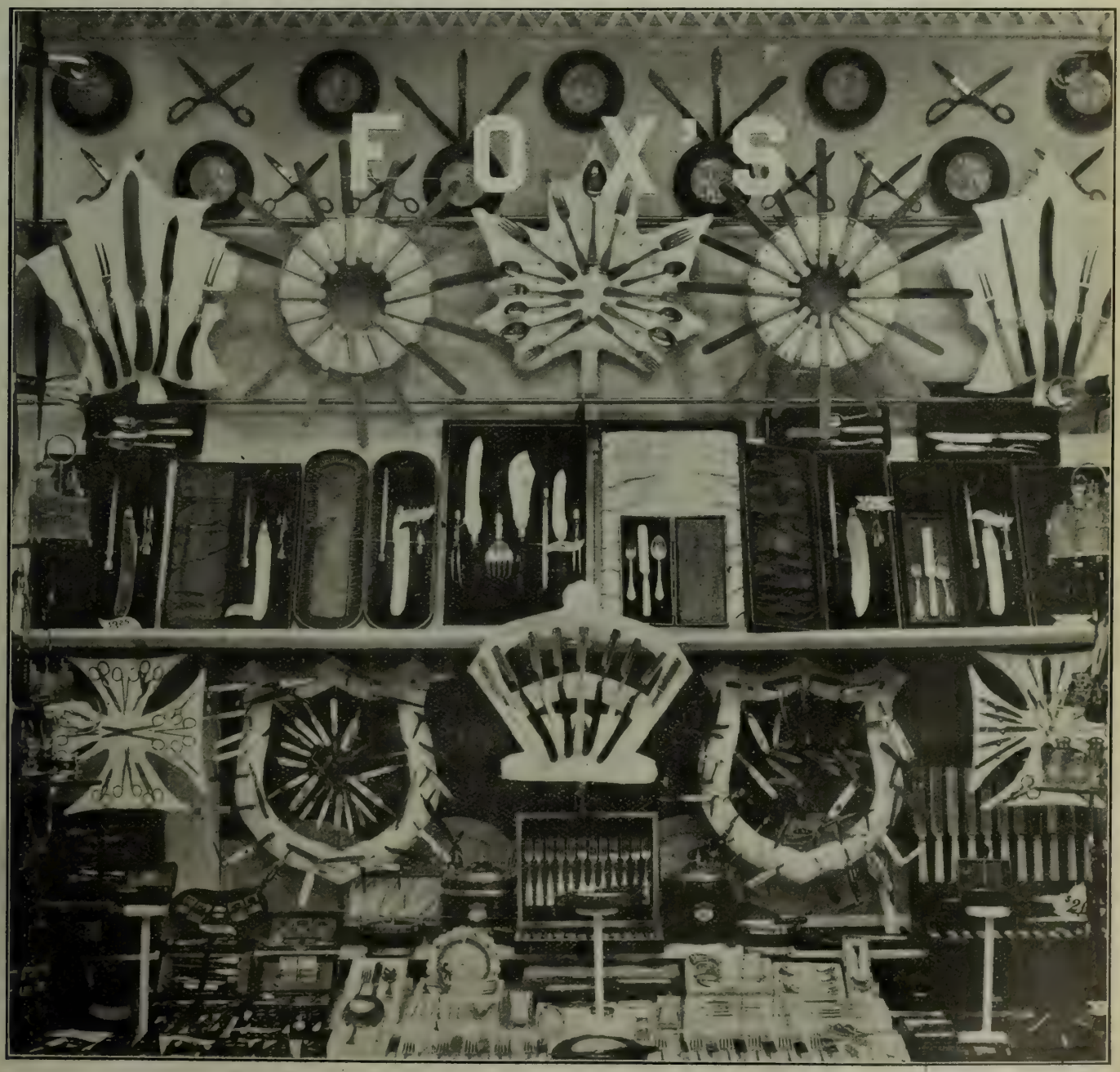
THE METAL SITUATION.

Although the consumption of metal in Canada cannot be considered so good as it might be, yet we seem to be in a much better position relatively than our neighbors across the border. In New York we hear of stagnant markets, of jobbing orders conspicuous by their absence, and of a shaken confidence that is perhaps only natural in the circumstances. Nothing creates depression more than unrealized anticipations, and New York certainly banked high upon a strong consuming demand setting in long before this.

Here in Canada we have not been so confident as to the certainty of a strong revival in trade, and therefore we have not laid ourselves open to disappointment, and furthermore we are heartened by the fact that, although buying may not be heavy it is steadily improving. More metal is going into consumption every week, and among the trade generally there is a feeling of quiet confidence that speaks well for the future. The railroads are ordering well and progressively. Last week we announced the placing of large orders for locomotives, and now it is reported that the Canadian Pacific Railway intend to spend $6,000,000 in construction work in the west. The plans include some 300 miles of additional line. Good business for the Canadian rail mills, seems thus assured. As we pointed out last week this buying encourages other industrial activity, and stimulates the whole metal industry.

There is no doubt that if the primary markets would commence to show steady strength that buying ahead would improve here. The greater part of the purchasing is for immediate use, but if consumers were to see a growing stability in the metal situation they would lose no time in covering themselves. But so long as the markets are weak so long will they hold off in the hopes of coming in at the lowest figure. Not only for the sake of the metal market here, but for the sake of the situation in New York, it is to be hoped that the apathy of the consumers will disappear, and that steady buying will put the metals industry on a stronger footing.

A company is seeking authority to construct a line in British Columbia from Lena Island along the valley of the Honna River to Camp Robertson and Camp Wilson, and from thence to a point on Shields' Island, Rennell Sound, etc., with power to construct branch lines not to exceed twelve miles in length.



Awarded Special Prize—Dressed by W. B. Christopher, with Fox's Cutlery Store, Victoria. A Good Display for a Small Window, Partly Price-ticketed, but Rather Overdone.

Hardwaremen Bigger Than Their Business

Story of How a Guelph Hardwareman Has Developed a Big Farm Implement Business—Also Finds Time to Take an Active Interest in Municipal Politics.

"Yes, we can equip a farmer with practically everything he needs except food and clothing," remarked George Penfold, of the firm of S. and G. Penfold, hardware merchants, Guelph, to a representative of Hardware and Metal.

"What lines of goods do you handle?" was asked.

"You might better inquire what lines we do not handle," was the good-natured rejoinder.

"Do you find any difficulty in attending to so many?"

"Not a bit. They all work well together and bring trade to the store."

"What about your agricultural implement department? How do you look after that?"

"Well! it is this way," continued Mr. Penfold, "twenty-eight years ago this coming April my brother Sam and I went into carriage making. We did a big business and do so yet. The agricultural implement men later started selling buggies and cutters on consignment and cutting into our trade. We put our heads together and came to the conclusion that being the case, there was no good reason why we should not meet their competition by going into their line, and so fifteen years ago we branched into agricultural implements, and we are at it still as you can plainly see by looking through our extensive warerooms."

"When did you add hardware?"

"Well, as we had to keep certain repairs for our customers, we concluded that it was but one step further to put in an up-to-date hardware stock and this we carried out three years later or about twelve years ago. We have since then added stoves, heavy and light harness, gasolene engines, manure spreaders, windmills, tinsmithing, cream separators, and other lines.

The range of implements that the firm of S. and G. Penfold handle embraces binders, mowers rakes, seed drills, cultivators, plows, disc harrows, scufflers, land rollers, hay loaders, hay tedders, manure spreaders, gasolene engines, and other utensils, such as wind mills, cream separators, as well as manufacturing buggies, wagons, cutters and sleighs, and a complete stock of hardware, stoves, etc. Each department is separate in itself but all connected by sliding doors in the spacious premises occupied by the enterprising firm.

"Do you consider that a hardware dealer can handle implements to good advantage?" was the next query fired at Mr. Penfold.

"Certainly I do, if he has the room. Why, the implement trade brings lots of business to our hardware store and the hardware department results in us selling many implements which we would otherwise not do if we dealt in them alone. We keep a man on the road all the time looking up prospects and interviewing the farmers. When a customer comes into the hardware store for a chat we naturally inquire from him what he will be needing in the line of implements next year. We do this in an off-hand manner and early in the year. He will perhaps reply that his mower is about worn out and will not do him another season or that his drill or cultivator is giving him poor satisfaction. He may also express a wish for a new plow or a harrow. We do not bother him then and there, but, when he has gone, his name is jotted down in our book as a prospect for such and such an implement and our

EX-ALD. GEO. PENFOLD, GUELPH.

salesman on the road calls on him in the course of a few days or weeks and very often secures his order. Now, where the hardwareman in selling implements has an advantage over the ordinary implement agent is this. The implement agent must have warerooms and must keep them open all the time, so that the farmers can secure repairs. He cannot do both things—attend to the warerooms and be on the road at the same time selling and setting up machines. The result is that one man has to be at the showrooms and his time is not much taken up at certain seasons of the year except the matter of replacing broken parts. The implement agent has, therefore, to attend to the shop himself and have a man on the road or to reverse this, go out himself and hire a man to look after the warehouse, and there is rarely work enough for two. With us it is different. Our clerks in the hardware store look after the implement business and repairs as well. When they are not busy with machines they are putting in their time at the shop to good advantage waiting on hardware customers. You know that the busy season for selling certain lines of agricultural machines is short. Our men lose no time and we have the expense of only one man—the traveling representative—whereas the implement man has two—the one on the road and the one in the shop. When I say that a hardwareman can handle both lines advantageously and profitably I mean, of course, if he has sufficient space adjoining or in his premises for implement display purposes."

Mr. Penfold explained that all manufacturers of farm machinery have a selling plan where implements are handled on consignment. At present they are not sold in any other way. All machines are guaranteed by the makers for one year and any parts are replaced free of charge if broken within that time. Machines are sold on one, two or three-year payments. After a purchaser has placed an order for a machine his financial standing is carefully inquired into before delivery. If the sale turns out to be a bad one and the paper is not met, the manufacturer loses the cost of the machine and the seller his commission, but very few transactions result disastrously. It is not an uncommon occurrence for a farmer to hand over all the amount due on an implement at the date of his first payment and he is allowed a liberal discount for so doing. Or, he may come in a month after the machine is set up and working and, being thoroughly satisfied with it, settle for the purchase, in which event he is given a discount covering the full terms of payment. The discount runs about six and eight per cent. or otherwise what the manufacturer would have to pay the bank to carry the amount.

"Why could not a hardware dealer of sufficient capital buy implements outright for cash, sell to the farmer for cash or short term lien note, make a good profit for himself and at the same time dispose of a machine much cheaper than the commission merchant does?" was asked.

"Well, that would be a good plan but at present is unworkable," replied Mr. Penfold. "It would result in the manufacturers having to organize a new selling plan. They all adopt the same methods of disposing of their goods now and that is on the commission basis. There is a certain fixed price on each implement and below that no one is allowed to go. Supposing you represented a firm in one district and paid cash for your machines, you would not be permitted to sell one whit cheaper than the agent for the same firm in the next county, or, in other words, your cash purchases would not enable you to

cut the price. It would be unfair, as if one agent for the manufacturers slashed the price in his district, he would be taking sales away from the representative in the next district, and two agents in localities not too large, will sell more machines than one agent covering an immense territory. We find the commission basis satisfactory. We are not loaded up with a lot of machines as we might be, if we paid cash and there came a poor season or two. Farmers, generally speaking, meet their notes fairly well, and a number take advantage of the cash discount, especially if it has been a year of heavy harvest, and they receive a good price for the products of their land."

"Why should not all implements be sold direct to the farmer for cash?" was asked.

"In the spring or early summer when the farmer generally buys what machines he requires he has, except in the case of a few wealthy tillers of the soil, not sufficient money," continued the speaker. "There are very few farmers forehanded enough to pay spot cash, but give them a little time and they will purchase where they otherwise would not. It is in the fall and winter, when they draw the money from the cheese factories and sell their grain and fatted stock, that they have the coin to settle up and that is not the time they want agricultural implements. In other words, when the farmer requires a new machine he has not the ready money and, when he has the necessary cash, that is not the time he needs the machine, or, at least, has a pressing want for it. It works on the principle that you do not buy a fur overcoat in the summer time. You generally wait to see what the weather will be like before investing in one, and farm implements are seasonable goods the same as anything else."

Mr. Penfold told of how custom was changing and farmers were starting to buy gasolene engines for power. The old horse-power operated by horses had given way with the march of progress to windmills and steam engines. But the farmer was discovering that with a windmill, when he wanted power there was perhaps no wind, or that something has gone wrong with the mill and was gradually coming to the conclusion that gasolene was the safest and cheapest for all motive purposes."

The experience of the Penfold firm in selling agricultural implements has been entirely satisfactory for the reasons pointed out, and it would seem any hardware dealer in a good farming community, providing his town is a progressive one, and he has the necessary room or space for displaying machines, can handle them profitably, with beneficial results and mutual advantage to himself, the farmer and the manufacturer.

"You would be surprised how much business it brings to our hardware store," Mr. Penfold concluded. A man steps in here from the implement wareroom and often finds he wants many things in hardware and the implement line possesses a strong attraction for the average farmer. The selling of machines works the other way also. When a farmer is in here purchasing a rake, hammer, fork, nails, or shovel, he gets talking on things in general and we learn his needs in the implement line, carefully note them, and, with our follow-up system and by having a man on the road, we are enabled to close many sales with the pointers received here. You see that we are a sort of departmental store to the farmer with our various lines and can meet his requirements on all sides, while our place has grown to be a kind of headquarters for him when he comes to town. By our agricultural implement and repair department, along with our harness, stoves, carriage, hardware, etc., we get pretty closely in touch with the tiller of the soil, and have a strong hold upon him."

The Penfold brothers are native born, residents of Guelph. They are modest, quiet, strictly honest and thorough going business men. By their industry and foresight they have built up a big business and wide connection in all lines and know every farmer personally for miles around.

George Penfold first entered municipal life fifteen years ago and he has served about ten years as an alderman, during which time he has held the chairmanships of most of the important committees and occupied seats on the Guelph Junction, Radial Railway and other civic boards of this city of municipal ownership. In recent elections he was an unsuccessful candidate for the mayoralty. Guelph now enjoys the benefits of a municipal owned gas and electric light plant. When it was taken over by the city four years ago Ald. Penfold was one of the hardest fighters in favor of the municipal ownership of the gas plant and it was largely owing to his efforts that the point, fortunately for the city, was carried in the face of a strong opposition.

With characteristic unselfishness, Mr. Penfold, though not a member of the Socialist party, has been one of the best friends to the movement here. It has not always been to his advantage to help the Socialists, but Mr. Penfold has always done what he could for them. "The boys are fighting a hard fight. They need some one to help them out," he explained to your correspondent.

Penfold's Hardware Store and Implement Agency, Guelph.

LETTER BOX.

Belt Hooks—Pow & Wilcox, Tillsonburg, ask where they can secure brass split belt hooks, looking like a split rivet with a large oval head.

Rice Lewis & Son, Toronto, have a steel coppered rivet answering this description.—Editor.

ABOUT BROOM PRICES.

The price of broom corn, like every other product of the farmer, depends largely on crop conditions and consequently when a shortage exists, higher prices prevail and this naturally means higher priced brooms. Those who are familiar with the conditions applying to butter, eggs, etc., should not wonder at the complete disappearance of the 25c broom, if they will bear in mind the exceptionally short crop of broom corn last season, which caused the price to advance. 20c butter and eggs are out of the question under present conditions and so seem to be 25c brooms.

Intelligent buying, good store arrangement and effective advertising are three most necessary adjuncts to a successful hardware business.

HARDWARE AND METAL

Established 1888

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JOHN BAYNE MACLEAN - President

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HAMILTON CONVENTION NUMBER.

Next week's issue of Hardware and Metal will be a special Hamilton convention number, containing a history of the Ontario Retail Hardware Association, some interesting articles regarding Hamilton's hardware industries and a lot of last minute information about the convention on Feb. 9, 10 and 11.

The paper will be mailed on Friday night to reach every hardware dealer in Ontario by Monday, and retailers attending the convention are urged to read the issue before leaving home, or, better still, put it in their pockets to read on the train, so that the articles referred to and the special announcements of Hamilton manufacturers and exhibitors will be fresh on their mind when they arrive at Hamilton, the hub of the hardware trade in Canada.

WITHDRAWS FROM WHOLESALE ASSOCIATION.

Differences existing between Lewis Brothers, Limited, Montreal, and the other members of the Canadian Wholesale Hardware Association, came to a head during the past week, when the firm tendered their resignation from membership.

When asked for verification an officer of the Association stated that an end had to come to every disagreement and the natural thing had happened, the resignation had been tendered and the members had promptly consented to the withdrawal.

WORTH CONSIDERATION.

The attention of the Dominion Government should be forcibly called to the law existing in British Columbia which restricts manufacturers outside of that province from doing business within its borders without first registering there. It seems that even those who have been granted charters by the Federal Government and thereby given permission to do business in any part of the Dominion are not allowed the full privileges one would think they should possess when it comes to British Columbia. On the face of it this condition of affairs does not appear to be just but it does appear to be contrary to the principles of Confederation.

For a provincial government to claim that its laws and regulations are not to be ruled by those of the federal government certainly does not seem to be one of the fundamental principles of the unity of the provinces.

The entire nature of the law in British Columbia governing this question with some of its results is given in another column of this issue.

SECURING ROOFING BUSINESS.

An excellent system for making sales of metal roofing, etc., used by an Eastern Ontario retailer is worth consideration by other hardware men who want to see the trade in this line kept in the hands of hardware men.

The hardware merchant in question has adopted the plan of getting in close touch with carpenters and barn framers in his vicinity, and is obtaining from them the names of intending barn builders. He then passes these names on to the manufacturers, who write them, sending them copies of their catalogues.

Another scheme which is sometimes adopted is to have sub-agents every three or four miles in a locality, who keep the dealers informed as to the buildings which are proposed in their own neighborhood. They are generally paid a small commission on sales which they help to effect. This plan can easily be worked out even by a hardware man who is too busy to get out after the business himself, and yet who cannot afford to keep a man on the road canvassing. This plan, to a great extent, does away with the objections there have hitherto been to working through the trade; that is, the apathy of the dealers, or their actual inability to spare the time necessary in working up a business among the farmers.

An example of this is the case of a Northern Ontario retailer who had the agency for a line of roofing but felt he was too busy to go out after the trade. The roofing manufacturers urged him in vain until they suggested the sub-agent plan. The merchant took to this at once and selected a friend who did business as an implement agent. The hardware man carries a stock and pays a small commission on the sales resulting from the information supplied by the sub-agent.

There are many ways of getting roofing business, and some other plans will be outlined in future articles. One thing must be accepted, however, the business must be gone after, and if the hardware merchant don't do this, others will.

POOR QUALIFICATIONS.

Information secured regarding the qualifications of W. K. Snider to suitably fill the position of special hotel commissioner does not impress one with the idea that he is the man for the position. He has been called upon by the Government of Ontario to look after the interests of the commercial travelers by ordering improvements in hotels and giving advice to hotel proprietors. The Government has done the proper thing in providing a special commissioner, but has it secured a man whose experience will teach him what is best to do?

For three years Mr. Snider was Conservative organizer. Prior to that he was interested in farming and lumbering, and also has organized companies, having been connected with the organization of the Wallaceburg Beet Sugar Company and others.

None of these would appear to give to any man qualifications that would make him a successful critic of what was lacking in a hotel, It is not probable that he has traveled extensively in the villages and smaller towns where proper hotel equipment is seldom met with, and, therefore, it seems quite improbable that he would be acquainted with the details that go to make a safe, sanitary and well-equipped public house.

A commercial traveler is the man who should have been appointed to take care of the safety and interests of the commercial travelers, and not a man who has had nothing heretofore to do with the knights of the grip and who naturally would not be much interested in their welfare.

WORK FOR UNEMPLOYED.

Hardware merchants have a chance at present to perform a service to the public by urging the erection of public lavatories in every city in Canada to help provide relief work for the large numbers of men, willing but unable to find work. The work of making excavations, etc., would take care of many unskilled workers, while the skilled tradesmen would also secure their share. And besides this the manufac-

turers, supply men and master plumbers would also benefit.

No city in Canada is in keeping with modern progress so far as public comfort stations are concerned. Toronto has done more than any other city, with its three public lavatories for men and its nearly completed public laundry and bath house. Montreal is away behind the times for a city claiming to be a metropolis, although its public squares offer innumerable opportunities for locating public conveniences. Ottawa has no public lavatory and Quebec and Halifax are, we understand, in the same class. Hamilton has one fairly good station on the public market and St. John has another small, but modern, market lavatory. London's market lavatory is unwholesome and behind the times, while Winnipeg's public lavatory on its city hall square is a disgrace to the city. Regina, Calgary and Edmonton are reaching the stage when they must supply the public needs in this respect. Vancouver has had several small corrugated iron enclosures and is replacing these with larger metal structures fitted with closets and urinals. And Victoria, though visited by thousands of tourists annually, has nothing of the nature of a public lavatory.

Even Toronto, admittedly the best supplied of any Canadian city, is far behind the needs of a growing twentieth century city and the suggestion made by the leaders of the unemployed workers of Toronto that more public lavatories be erected is a practical proposal worthy of immediate adoption. A dozen favorable locations for public comfort stations could easily be selected but the chief need is for a thoroughly modern station on the city hall square, where it would be convenient to the down town shopping district. At present the saloons cater to the men and the departmental stores supply limited conveniences for women, but neither of these are sufficient and the city should provide conveniences to its citizens without making the individuals obligate themselves to saloon keepers or department store merchants in order to answer the calls of nature. And what is said of Toronto is equally true of every city in Canada.

If property owners in cities have rights they also have responsibilities and regardless of the claim that a city has no moral right to provide work for men who are not permanent citizens, every Canadian city has need for more modern public conveniences and the councils elected for 1909 should at once take steps to provide needed conveniences for their citizens and by so doing help to relieve the distress caused by the lack of employment forcing citizens and non citizens alike to ask for aid.

What To Do Next Month

It is well for the hardwareman to remember that an early spring trade is generally expected. Jobbers are in many cases hurrying forward the despatch of goods from the manufacturers, and getting their stock in the best possible shape for the coming spurt in business. Too much depends upon the spring consuming demand to allow of any check to its free movement. The economizing damper of the country is expected to be lifted in no half-hearted manner, and jobbers and manufacturers do not intend that it should lose any of its effectiveness through want of preparation on their part.

Retail merchants should take a hint from this, and be equally forward with their arrangements. Stock-taking should be through by now. January is the ideal month for this necessary work. The mid-winter dullness of trade at this time allows the merchant to go through the tiresome checking at the utmost speed. But a good many men, although they know that January is the best month for the inventory, always fail to seize the occasion. They put off the work until the last minute, with the result that February is upon them before they have started turning out the shelves. Those who have delayed should lose no time now. Travelers will be calling upon them in rapid succession, and in view of the general opinion as to early spring trade it would be a wise precaution not only to order when the representatives are there, but to cover probable requirements thoroughly. To do this in a satisfactory way the merchant must not only be clear of his stock-taking, but have had time to digest clearly the information given by this inventory, and to take into consideration the peculiar conditions attending the coming spring trade, and the best means to cover it. The stock-taking shows the lines, which by their success last year, should be extended, while the merchant's knowledge of the growth of the district, and of the peculiar characteristics of its demand—for the trade of every district has certain peculiarities of its own—helps to the mapping out of a clear course. And over and above all the economy practised last year by consumers, and the natural reaction, must be taken into account and provided for.

Should Order Early.

The belated dealer, then, should lose no time in getting his stock-taking over for if he is not ready for the traveler he may be further encouraged in his procrastination until in the end he may be so late in placing his orders with the jobbers that his shipments may be held up by congestion of shipping and other delays of a busy season. The merchant who gets his orders on the jobbers' books early is in easy street. He knows that he stands the best chance of getting shipment, and of making any shortage in his stock a remote possibility.

Order early and order comprehensively should be the motto of the retail merchant this month. Special pains should be taken that not a sale is lost by being without the goods. One customer disappointed at the commencement of the spring demand may mean the loss of many sales later on. Complaints soon fly round, and the man who wants to be the first to put a new coat of paint upon his house or barn, and is unable to get the color wanted because the goods have not been ordered, or are late in coming through the dealer's procrastination, may be the means of setting forth a condemnation of the store that cannot fail to hurt the merchant.

Again, the merchant may have decided to effect some much needed improvement in his store. A new window may be needed to lighten a dark corner, while the general arrangements of the counters and shelves may demand alteration. He may have decided to build an annex to cope with extending trade, or to modernize the outside appearance of the store by larger windows or by changing the entrance. Such improvements cannot be effected in a day or probably a week. It would be folly, therefore, with the probability of an early spring demand to delay these improvements. He must get the carpenters to work as soon as possible. for they must not be in possession of the store when the country awakens from its winter quietness, and the wheels of trade are revolving more rapidly.

Plan a Selling Campaign.

To the merchant who is well ahead of the times the course is clear. He has ordered, or is ready to order, his goods. He has decided upon the number of lawn mowers wanted for the first order, the amount of garden hose, the lines of gardeners' tools, the builders' hardware, the carpenters' tools, the refrigerators, the ice cream freezers, the poultry netting, the green wire cloth, the screen doors, the stepladders, the wheel barrows, the enamelware and the general household goods, and last but not least, the paints, enamels and stains. He can, therefore, set out to plan his selling campaign, to consider the best advertising methods, and to galvanize his whole business system into greater activity than before. He is free to take that department of his business which did not show the results that it should have last year, and to work out ways and means whereby it can be improved. He can evolve a systematical method of window display so that each season of the year can be anticipated at the right time, and by the best design. This is a very important point. There is no method of advertising more effective than good window displays, and the merchant who anticipates his season judiciously and creates an appetite on the part of the consumer at the right time, has a selling force working for him that cannot be over-valued. To the progressive man there are hundreds of things which can be done between the finish of the stock-taking and the opening of the spring demand.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 74.)

MARKETS IN BRIEF.

Montreal.

Tin—Weaker.
Copper—Weaker.
Spelter—Unchanged.

Toronto.

Pine Tar—60 cents doz.
Paint Materials—Several changes.
Brass Goods—Less discount off list.
Oakum—Decline in bale lots.
Solder—½c lower.

MONTREAL HARDWARE MARKETS

Montreal, Jan. 29.—Although trace has not developed the strength that it should have at this time of the year, an improving tendency is noted day by day. Spring booking is getting more comprehensive in character, but the orders are still on the light side. A strong stilmulation is expected in the next week or so, when the retail trade generall will probably be clear of stock-taking. Travellers seem more than ever confident of a strong spring trade developing. No sensational boom is looked for, but a steady improvement bringing with it stability, and a general feeling of assurance as to a good year's trading.

Harvest tools are now commencing to show strength for future delivery, while lawn mowers, hose, hose nozzles, lawn sprinklers, refrigerators and ice cream freezers are in better demand. Sorting up orders for immediate delivery in general shelf goods, including builders' hardware and carpenters' tools are decidedly better. Prices generally are unchanged, but the tendency is towards gradual advancement during the year. Dealers, therefore, should cover themselves well before the full demand breaks in.

BUILDERS' HARDWARE—There has been an improvement in builders' hardware, stronger sorting up orders having been received. Lock sets, butts and bolts appear to be in most prominent demand. We continue to quote: Discounts on door sets, 50 and 10; escutcheons, 50 and 10; escutcheon pins, steel 50, brass 55. Spring hinges per gross, No. 5, $17.50; building paper, O.K. No. 1 per roll, 75; No. 2, 70.

SPRING LINES—To the lines that have already shown movement for spring delivery must now be added harvest tools, some fair orders having been received for forks, hoes and rakes. Lawn mowers, hose, hose nozzles, lawn sprinklers, gardener's tools, ice cream freezers, refrigerators, green wire cloth, poultry netting and screen doors and hinges are moving steadily if in no great bulk. We quote: Screen doors, stained, $7.80; grained, $8.10; poultry netting, 60 and 2½; green wire cloth, $1.70 in 100 ft. rolls.

SPORTING GOODS—There is still a movement in skates, snow shoes, and toboggans, but the season in these lines is practically finished. Fishing tackle is about the only sorting line to show any strength as yet. We continue to quote: Dominion rim cartridges and C.B. caps, 50 and 2½ per cent.; B. B. caps, 50, 10, 2½ per cent; Crown black powder, 20 per cent.

BOLTS AND NUTS—The demand keeps at fair strength. A stimulation is expected in a week or so. We continue to quote: Discounts on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½. Wire nails are still quoted at $2.30.

SCREWS—Some good sorting up orders have been received. The market is unchanged with supplied in good shape. We continue to quote: Discounts are at 85 and 10 off for flat head bright; 80 and 10 off for round head bright; 75 and 10 for flat head brass, and 70 and 10 for round head brass.

HOUSEHOLD UTENSILS—A decided improvement has taken place in household utensils, good sorting up orders being received during the week. Graniteware, and tinware are in better demand, and there is a good movement in wash tubs, wash boards, wringers, washing machines, brooms, pails, and carpet sweepers. We continue to quote: Sad irons, Mrs. Potts', No. 55, 75c; No. 50, 80c per set; asbestos, $1.50; cake makers, $17.25 per dozen; bread makers, $18 per dozen and upwards.

LUMBERMEN'S SUPPLIES — Sorting up orders have improved, and a good movement has taken place during the week in boot calks, cant hooks, and cross cut saws. The market is firm, and unchanged. We quote: Boot calks, $4 to $4.25 per 1,000; wing calks, $6.-50; canthooks, $12 to $16 per dozen; axe handles, $1 upwards; axes $6 upwards.

WIRE—Bookings for early spring shipment are fairly heavy, and jobbers anticipate a big improvement over last year. We quote: Plain wire, $2.30 base; Barb wire, $2.65 in straight and mixed car lots, and $2.70 in small lots. Galvanized wire No. 9 $2.35 in straight and mixed car lots, and $2.40 small lots F.O.B. Montreal. Coiled spring fencing $2.65 straight, and mixed car lots, and $2.75 small lots.

TORONTO HARDWARE MARKETS.

Toronto, Jan. 29.—With stocktaking still on in many stores trade continues on the dull side, the very mild weather also helping to keep business quiet. Even under these unfavorable conditions January business ought to show a satisfactory increase over last year.

Jobbers report booking on spring goods to be quite satisfactory, except in the case of harvest tools, the orders placed for these being on lighter than expected. Speaking generally dealers stocks are run down, owing to many months of conservative buying and with prospects brightening and a good season predicted on all sides it would seem to be the course of wisdom for dealers to assist the manufacturers by ordering their spring and summer requirements early. Following stocktaking there should be a general sorting up in shelf goods, mechanics' tools, and builders' hardware.

Prices in all lines keep firm with the tendency to advance if any change takes place. Those who book early, therefore, stand a good chance of being on the right side of the ledger.

SEASONABLE LINES—Colder weather has helped dealers to reduce stocks of skates and other snow and ice sporting goods, snowshovels also moving more freely in some districts. Buying of these goods is confined to small sorting orders.

SPRING GOODS—Lawn mowers, hose and sprinklers continue to sell freely for spring delivery, these lines moving better than harvest and garden tools, buying of which ought to be brisk next month. Freezers, refrigerators, screen doors and poultry netting are other lines included in bookings at present. We quote: 9-in. 3-wheel lawn mowers at $3.30 to $3.37; screen doors, stained, $7.80, and grained, $8.10 base.

BUILDERS' HARDWARE—A better trade is reported, many retailers who have finished taking their inventory having placed good sorting orders in the expectation of an active building season. Door sets, locks, escutcheons and bells are quoted at 50 and 10. In builders' supplies Canadian Portland cement is quoted at $1.70 per barrel f.o.b Toronto, and heavy straw plain and tarred building paper, $37.50 per ton.

ROPE AND TWINE—Demand is quite brisk for the season owing to the lower prices prevailing on rope. Pure manilla twine is now quoted at 11½ cents. Binder twine prices are not yet announced.

WIRE—Jobbers report a noticeable improvement in forward orders and the season has every appearance of being a large one. We quote: Barb wire f.o.b. Toronto: Galvanized barb, $2.85, and plain twist, $3.20. Coiled spring wire continues at $2.75 f.o.b. Toronto for No. 9. Galvanized wire is quoted at Pittsburg, base sizes, 6 to 9, $2.25. Less than car lots, 10c higher. Wire nails are unchanged at $2.30; poultry netting at 60 and 2½, and green wire cloth, $1.$6 in 100-ft. rolls.

HOUSEHOLD UTENSILS—There is a good movement in enamelware and tinware, with an active demand for sap buckets, sap spouts, etc. In food choppers, washing machines, sad irons, etc., there is also a lot of buying. Lamps and lanterns are selling seasonably. We quote $6.75 for cold blast lanterns.

HEAVY GOODS—Orders are increasing in quantity and a more active market is in prospect. Bar iron is unchanged at $1.95. Stove bolts are now 80 and 7½. Bright and steel wood screws, flat, 85 and 10, and round head 80 and 10 per cent. Brass screws are, flat, 75 and 10, and round, 70 and 10.

MONTREAL METAL MARKET.

January 29.—No change has been made in jobbing prices this week, although the tone of the metal market is weaker. This has not been due to any falling off in trade, for business has im-

proved steadily every week since the commencement of the year, and there is a feeling of confidence that was lacking some time back. But there has been a sagging in the primary markets in tin, copper and antimony, and this, of course, is reflected upon the local markets. With shipping facilities as they are local trade cannot be strong enough to withstand market conditions in New York or London. There is, therefore, a weaker tendency in tin, copper and antimony figures, although no definite change has been made. Spelter, however, remains firm and steady. Lead is about the same as it was last week. Canadian furnaces are still busy on orders taken during the winter, and are holding firmly to prices. Inquiries as to imported pig ion are numerous, and it looks as if the opening of navigation would be marked with some heavy shipments. It all depends on how near the prices can be made to the home article. The jobbing trade in all metals is improving, and little metal is going into stock. In fact every spurt in trade is felt at once from the consumer to the first hand.

The primary markets in tin and copper continue dull and weak. There has been no life to the buying, and a feeling almost approaching despondency has been prevailing. Both tin and copper have steadily lost ground. Hope deferred maketh the heart grow sick, and it is evident that the holding off of the revival in the demand has strained to breaking point the confidence of those who were so sure of a heavy purchasing movement, and were relying upon it. Spelter is firmer in the English markets, and the condition of the metal is very satisfactory. Lead is remarkably steady and does not show any signs of weakness in sympathy with tin and copper. In the States there is a feeling of disappointment that the pig iron and steel industries are not showing any signs of improvement. Apparently January will show smaller figures than December. Pig iron prices are firm, but trade is very dull. Cutting is going on in finished steel, and the rumor is spreading that figures generally will be reduced. It is being argued that to continue prices in the face of the stagnation is suicidal policy. But the advisability of cutting prices to force a demand has never met with general approval, and probably never will. There is much truth in the argument that a demand never waits for prices to tempt it.

PIG IRON—There is a tendency on the part of Canadian producers to hold to higher figures. Furnaces are still busy and prospects look exceedingly healthy. Inquiries are good, and should develop into heavy business. Good trade is expected in imported pig, as here again inquiries are most satisfactory. The demand for imported pig from store is steady, and there is no change in quotations: Middlesboro No. 3, $19.50; Summerlee No. 1, $21 to $21.50; No. 2, $20.50. Cleveland warrants are now quoted at 48s. and 4d., a decline of 5d. on last figures. Conditions in the Old Country are much about the same. Prices are fluctuating a little, but not enough to show any decided weakness in the situation. Producers are still holding out for higher figures for advanced shipping and that looks as if the position was fairly sound. In the States the situation is dull, and January is marked down as being quieter than the preceding month. Prices in pig iron are maintained, but in steel there is shading going on. Dissatisfaction is general at the poorness of consumption.

TIN—Although there has been no change in quotations for jobbing lots the situation is weaker owing to the decline of tin in the primary markets. We continue to quote 32c, but shading on this price has been noticed, and if no improvement takes place in London, prices here will probably be reduced. Trade is improving, and a fair amount of metal is being consumed. Inquiries are also good, but heavy buying will hold off until the situation becomes stronger. Tin has been very weak in the English market, and it is evident that there is more metal in sight than sellers like to see. Consumption is poor in New York, and unless the bulls take a hand again lower figures will probably obtain.

COPPER — Jobbing quotations of 15¼c still rule, although the price is much closer for large size orders. Unless there is an improvement in New York lower figures will rule here. Trade is improving, while inquiries, as in the case of tin, hold out good promise if the markets strengthen. Copper has broken badly in the English market, and it is necessary to go back to the early days of October to find similar figures, while in New York quotations have approached prices ranging in the early part of November. It is evident that the greatest feeling of disappointment is being felt over the continuance of the consumption stagnation.

SPELTER—There is no change in spelter price, and we still quote $5.50. Trade is steady, and with the firmness of the markets, conditions look promising. The London market is stronger, and spelter certainly is at present in the best position of all the metals.

LEAD—Lead is unchanged, and we still quote $3.70 for imported, with Trail at $3.60. The English situation keeps remarkably steady, and quotations keep well above the £13 mark. Consumption must be very good to keep such a fickle metal as lead in so steady a position.

OLD METALS—Steady buying characterizes the market. In sympathy with the crude metals prices on light copper bottoms and heavy red brass have declined. We quote: Heavy copper and wire, 11½c; light copper, 10c; heavy red brass, 10c; light brass, 6¼c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $13.50.

TORONTO METAL MARKETS.

Toronto, Jan. 29.—Not one price change is reported among the metals this week. The general situation is that the primary markets are very irregular. The British market shows a decline, but United States interests are trying to hold up prices. This condition is more or less reflected on the local market, although more from the standpoint of spectators do Ontario metal men regard the passing events in foreign fields. Local business is improving slightly and a decidedly good feeling is abroad.

Strange to say, very little is doing in iron and steel in the United States. Rail makers are confident that a demand for rails is coming and the steel car and wheel industries are getting under way. The tin plate plants are running at about 75 per cent. of capacity. The weakness in iron and steel appears to be due to the few contracts for structural material.

PIG IRON—More interest is taken in this line locally than was the case at the beginning of the month, and this, despite the slowness of trade in the U.S. The large metal dealers look for a marked improvement in demand and in prices during the present year. Orders at present continue for small quantities, and the prices remain at the old quotations. Canada Foundry is $18.50; No. 3 Middlesboro, $21; and Cleveland, $22.

COPPER—Up and down is this metal, the fluctuations in the primary markets no doubt having something to do with the small amount of copper asked for in the orders. Business, however, is brighter than it was a short while back. Prices are the same as last week: 15¼c to 15½c, which are better than this time a year ago.

TIN—The price is still $30.50 and the market is more steady at that figure. Supplies continue plentiful. Orders, while not large, are satisfactory, and more numerous than at the close of the year.

LEAD—While the price of lead at present is better than it was a year ago, it does not show the firmness of, say, last August, nor is it so steady as during December. Imported pigs are still at $3.80, but the orders are somewhat light and inquiries only fair.

SPELTER—Quotations at $5.50, the same as last report. Fair business is being done and the future looks bright indeed. All dealers report the metal as being steady, and they are satisfied with what trading is being done.

SHEETS AND PLATES—Canners picking up supplies still keep this line prominently to the front. There is a great diversity of price when the various grades are taken into account, but there are no changes in quotations from last week.

OLD MATERIALS—The last price quotations prevail with conditions unchanged from a week ago. Light copper is 11c to 11⅛c; heavy copper wire, 12½c; heavy red brass, 11c to 11¼c; heavy yellow brass, 8¾c to 9c; light brass, 6½c to 6¾c; heavy lead, 3c; zinc, 3¼c to 3½c; No. 1 wrought iron, $10; stove iron, $12; machinery cast iron, $14.50; rubbers, 8c to 8½c.

U. S. IRON TRADE.

Cleveland, O., Jan. 27.—The Iron Trade Review says:

In the parlance of the street there is "little or nothing doing" in iron or steel. A few bright spots illuminate the horizon, but in the main, the market presents the appearance of suspended animation. Agricultural material, which has always been good, shows a disposition to improve. Specifications for standard rails are also better than they were; but these two statements com-

prise all that can be said of an encouraging nature. The agricultural demand is not only confined to wire products, but embraces iron and steel bars, boiler tubes and small sizes of merchant pipe. The Illinois Steel Co. will start its No. 1 rail mill at South Chicago early in February, the first time this mill has been in operation this year: and because of the depressing nature of some of the rail specifications which are to be rolled at Gary, it has also been decided to start the mill at that plant next month. Fifty thousand tons have to be rolled at Gary at the earliest date possible, and with this accumulation to start on, it is believed the mill can be kept going continuously afterwards. New rail business booked this week aggregates only twelve thousand tons, but there are approximately 100,000 tons pending. Light rails are very quiet, and prices can be shaded from one to two dollars a ton. There is very little doing in either sheets or plates, and established prices of both can be shaded without difficulty. There is also sharp competition in riveted steel, and some low prices are being made. Scrap continues its downward course, each transaction being a law unto itself in the matter of prices. Pig iron remains stationary, no material change being noted from conditions reported a week ago.

FUR MARKET.

Montreal, Jan. 29.—Buying continues good, and the tone of the market is firm. Prices remain unchanged, and we quote: Mink, $5 to $6.50; marten, pale, $4 to $6; dark, $8 to $20; fox, red, $2.50 to $4.50; lynx, $5 to $12; otter, $15 to $25; fisher, $5 to $9; weasel, 25c to 35c; muskrat, 15c to 25c; Canadian coon, 75c to $1.25; skunk, 40c to $1.25; bear, large, $8 to $10; small, $3 to $5.

MAKING STEEL DIRECT FROM ORE

A new process of making tool steel from common and low grade ore and old metal is being experimented with at the machine shop of John Whitfield & Son, Toronto, and if successful a syndicate may be formed to take over the process and develop it on an extensive scale. Mr. Whitfield, while not wishing to speak authoritatively, is inclined to the opinion that the Canadian iron industry will be much interested in the work. A rusty wire nail transferred into a razor is one of the exhibits shown as a result of this process and it is said chisels have also been made. Some Subdury men are believed to have invested money in the process, and they will form the syndicate which, it is said, will operate in Canada.

The names of Hon. Frank Cochrane, Ontario Minister of Mines, and William Mackenzie's have been mentioned in connection with the process, but only in a general way, the former because of what the process will do for the steel trade in Ontario, and the latter because some time ago he was interested in a somewhat similar undertaking.

The daily papers were somewhat in error in stating that the cost of production by the new process would be but a fraction of the present cost, lowering the price of tool steel from $1.03 to 10 cents a pound. At present there are a number of grades of tool steel selling on the market at 10 cents a pound and less.

While the working of this new process is not at present made public, the name of the new syndicate—the Canada Steel Company—leads one to infer that it is connected with the Canada Steel Products Limited, which received a charter from the Dominion Government through Canadian Northern Railway interests some time ago. The plan was to utilize what is known as the Lash process, a method owned by Buffalo parties. A plant was to be located near some waterpower in Ontario, where electricity could be developed, which would give heat sufficient to change the ore into steel without sending it through the pig iron stage and Bessemer process. In fact the Lash process is thought to be an improvement on the open-hearth process. The ore is crushed and run through a refining process, mixed with carbon, sawdust and fluxes and then made direct into steel, thus doing away with the middle treatment.

HARDWARE TRADE GOSSIP.

Ontario.

Fred G. McBrien, Toronto, is on a fortnight's trip to New York and New England cities.

A. J. Munro, accountant for the Canada Paint Co., Montreal, was a visitor in Toronto during the week.

The head office of the P. L. Robertson Mfg. Co., makers of screws, is to be removed from Hamilton to the factory at Milton.

A. B. G. Tisdale, of the Brantford Roofing Co., Brantford, was a caller at the Toronto office of Hardware and Metal during the week.

Ernest A. Humphries, of A. W. Humphries & Son, Parkhill, has returned from a holiday visit to New York. Mrs. Humphries accompanied him.

Mr. Dunbar, of the G. A. Richardson hardware firm, Guelph, has resigned his position as manager. Arthur Watson has been asked to take the now vacant post.

W. C. Thompson & Sons, hardware merchants, Inglewood, have sold their business to Arthur Spratt & Sons, who will carry on plumbing and tinsmithing in connection.

A thief secured an entrance to Gillespie Bros.' hardware store, Orangeville, by breaking a pane of glass in the store and slipping back the bolt. He secured about $3.

Stanley Brock, western manager of Somerville, Ltd., Toronto, and the Standard Ideal Co., Port Hope, who has been visiting the east, has returned to his home in Winnipeg.

The Canada Metal Co., Toronto, is suing the Canada Tin Plate & Sheet Steel Co., Morrisburg, for $709, the amount of bills of exchange, and $20 costs for material supplied that concern.

Quebec.

W. H. Thorne, St. John, N.B., has been on a visit to Montreal.

I. C. Stewart, of the Maritime Merchant, Halifax, has been paying a visit to Montreal.

J. H. Brent, one of the western representatives of Caverhill, Learmont & Co., Montreal, has been on a visit to headquarters.

F. C. Lariviere, of Lariviere Incorporated, Montreal, has been re-elected second vice-president of the Montreal Chambre de Commerce.

J. H. Roper, Montreal, is sending out month by month a very pretty card calendar depicting a girl becomingly arrayed in a costume suitable for the various seasons.

J. R. Mackay, one of the eastern representatives of Caverhill, Learmont & Co., Montreal, has just returned from a trip to Scotland, where he has been spending Christmas.

Schuchardt & Schutte, who are represented in Canada by Paterson, Jenks & Co., Montreal, have removed their New York office and warerooms from 136 Liberty Street to the West Street Building, 90 West Street, New York.

Two games were played in the hardware league last week at Duluth Rink. In the first game Frothingham & Workman defeated Caverhill & Learmont by 3 to 2; while amid great excitement Starke-Seybold defeated Lewis Bros., after overtime play, by 3 to 2.

T. H. Newman, of Caverhill, Learmont & Co., Montreal, left that city on Wednesday for Bermuda where he intends to stay for a few weeks. Mr. Newman, although attending to business, has not been in the best of health for some time, and it is hoped that the change and rest will set him up again.

Western Canada.

F. G. Brereton, of F. W. Lamplough & Co., Montreal, was in Winnipeg early in the week on his way to the Pacific coast on a business trip. He called at the Winnipeg office of Hardware and Metal.

EXHIBITORS AT CONVENTION.

Recent additions to the list of firms intending to make exhibits at the Waldorf Hotel, convention headquarters at Hamilton, on Feb. 9, 10 and 11, include the Metallic Roofing Co., Toronto; Boss Washing Machine Co., Cincinnati; Dowswell Manufacturing Co., Hamilton; Shurly & Dietrich, Galt; Supreme Heating Co., Welland; Canada Wire Goods Co., Hamilton, and the Gillette Safety Razor Co., Montreal. Indications point to there being over two dozen exhibitors, a full list of which will be given next week.

THE COLLECTION DEPARTMENT.

"We are meeting with success with the collection forms," writes President Hambly, of Barrie. "We have collected about $50 since Dec. 1, and have several others badly scared and asking us for time to settle.

"A delinquent at Udney, Ont., has forwarded $1.20 to the Secretary without giving the name of the firm the money belongs to. Will the owner apply for the coin?"

Send on any questions you have to the Secretary, or keep them and drop them in the box at the convention. But think out some good questions before the convention opens.

Trade News From Atlantic to Pacific

Eastern Canada

Annual Meetings of the Boards of Trade at Montreal, Halifax, Kentville and Dartmouth.

HALIFAX.

January 23.—The Halifax Board of Trade met this week and elected officers for the ensuing year. The board now has a membership of 562, and is in a flourishing condition. The retiring president, George E. Faulkner, M.P.P., said in part:—

The differential rate of one cent per hundred pounds against Halifax as compared with other Atlantic ports on export freight originating west of Montreal, and on import freight destined to points in the west, has recently been the subject of discussion and agitation by the board, and the fight for the removal of this discrimination against our port must be continued until the handicap ceases to exist.

A considerable amount of time and attention was given to investigating and in some cases furthering certain proposals for establishing manufacturing industries in the city, and it is confidently expected that there will be some favorable results from these efforts.

The general condition of business in Halifax during the year may be regarded as fairly satisfactory—all things considered. The usual trade reports indicating the conditions and general results in various lines of business are appended. If not a growing time, there were some compensating factors and considerations. Failures were few and unimportant. A careful business policy was apparently the general programme, with the resultant condition that stocks are well in hand, the proportion of liabilities to assets among traders in safer relationship than in periods of greater activity, and consequently a generally sound business situation, with a favorable outlook for the New Year.

The new officers elected were:—President, J. A. Johnson; vice-presidents, Geo. E. Faulkner and A. Mackinlay; council, A. M. Bell, C. H. Mitchell, W. S. Davidson, S. M. Brookfield, G. S. Campbell, J. E. DeWolf, Edw. Clayton, J. A. Neville. Arbitration board—A. M. Bell, G. E. Smith, G. S. Campbell, J. E. DeWolf, S. M. Brookfield, G. E. Faulkner, H. G. Bauld, I. C. Stewart, W. A. Black, D. MacGillivray, C. H. Mitchell, Edw. Clayton.

The report submitted at the annual meeting of the Kentville Board of Trade which was held this week, shows that the past year was a most successful year. The feature of the meeting was the address of the president, W. P. Shaffner. He reviewed with satisfaction the business transactions of the year, both for the town and the County of Kings, and dwelt on the hopeful outlook for the coming season. The farmers who met with enormous financial losses in the shipment of fruit in 1907 were, during 1908, owing to the better prices and the good demand for apples, able to liquidate much of the floating debt and meet their present obligations with reasonable promptness. The officers elected for the year were:—President, W. P. Shaffner; vice-president, Dr. W. B. Moore; secretary-treasurer, A. E. Dunlop; council, William Yould, A. E. Calkin, M. G. DeWolfe, E. B. Newcombe, C. W. Webster, J. G. Calkin, C. O. Allen, F. P. Lyons.

The annual meeting of the Dartmouth, N.S., Board of Trade was held this week, and there was an exceptionally large attendance of members. The feature of the evening was an address by H. J. Logan, ex-M.P., on the Intercolonial Railway, in which he advocated a change in the management of the road and the taking over of the branch lines by the Government as feeders for the I.C.R. The president, Arthur C. Pyke, suggested the formation of a 10,000 club with the object of using every means to make the population of Dartmouth 10,000 in the next 10 years.

The election of officers resulted as follows:—President, C. E. Creighton; vice-president, W. C. Bishop; second vice-president, J. Forsyth; council, W. L. Bishop, J. A. Calder, Jas. Douglas, Jas. Harrison, A. C. Johnston, A. C. Pyke, Dr. A. H. MacKay, R. B. Simmonds, H. W. Hewitt and J. W. Vidito.

MONTREAL.

January 27.—The annual election on Wednesday for officers of the Montreal Board of Trade resulted as follows:—President, Farquhar Robertson; first vice-president, G. L. Cains; second vice-president, R. M. Ballantyne; treasurer, J. R. Binning; members of the council, William Agnew, John Baillie, G. F. Benson, Jeffrey H. Burland, Huntley R. Drummond, Jos. Ethier, W. P. Hunt, Robert Ironside, F. R. Kinghorn (Montreal Rolling Mills), R. Wilson Reford, J. A. Vaillancourt, Norman Wright; board of arbitration, A. A. Ayer, James Carruthers, George Caverhill (Caverhill, Learmont & Co., Montreal), W. W. Craig, Thos. J. Drummond (Drummond, McCall & Co., Montreal), C. B. Esdaile, W. I. Gear, E. B. Greenshields, Arthur J. Hodgson, Alex. McFee, John McKergow, Robert Reford.

T. J. Drummond, in his farewell address, dwelt upon the improvement that had taken place in the harbor and channel of Montreal, and pointed out the necessity for a dry dock. He was not fully satisfied with the present state of the question of connecting Montreal with the Transcontinental, and he urged that the city's claims in this respect should be diligently pressed. "It is inconceivable," said Mr. Drummond, "that Montreal should be sidetracked by this great transcontinental line, but just the same we should continue to press our city's claim to direct connection."

After dealing with civic matters Mr. Drummond discussed Canada's foreign trade relations and referred to the reciprocity movement with Canada which had taken place in the States. He said that they must realize that any reciprocal arrangement with the United States would be detrimental to their railway, industrial, commercial and general interests. It was certain that any commercial union with the United States would sooner or later mean political union.

"Looking at the question of reciprocity with the United States, apart altogether from imperial preferential trade or British connection, while I can see much that would be to the benefit of the United States, I can see practically nothing but loss to Canada. We have mortgaged great national assets to

T. J. DRUMMOND.

build transcontinental roads, so as to increase the trade between the east and the west. Reciprocity would divert the trade to the south.

"We have been building up our nation industrially, agriculturally and otherwise, and taken as a whole reciprocity would be damaging, and in many cases disastrous to all our interests. We have reached a point in national development where success is assured. We must guard our position and guard it carefully."

Mr. Drummond's address was warmly received and met with general approval.

In the annual report reference was made to the iron and steel business during the year. These industries naturally felt the trend of the times, but for the main part the Canadian mills were able to keep going full handed without closing for any lengthy period. Recent development work and exploration show that Canada has immense mineral fields that are yet to be taken full advantage of; this applies to vast iron and coal deposits as well as to the valuable mineral in the Cobalt region,

Ontario Trade Items

Business Changes at Ripley and Ridgetown—Ernest Humphries, of Parkhill, Inured at Brantford—Galt and Belleville Get New Industries—Hamilton and Peterboro to Appoint Industrial Commissioners.

BELLEVILLE.

January 25.—Your correspondent had interviews with local hardware dealers and found them all in a satisfied mood from present conditions, although in some lines there has been a serious drawback in such articles as snow shovels and coal sifters. The early part of the season was great in the demand for skates and hockey utensils, but no sooner had these been purchased than the weather man got busy and gave us mild weather. Now the hardware men have a big surplus on hand of winter sporting goods, and reduced prices in these lines are the general rule. However, few of the hardware merchants are reporting much surplus of the holiday stock.

It looks as if Belleville will be blessed with an up-to-date street car service in the near future. At a meeting of the city council, Monday night, January 25th, a proposition was made from a prominent firm of New York capitalists proposing the establishment of a city and suburban line, extending from Belleville to Trenton, through Trenton to Prince Edward County, from that county to this city, from here to Shannonville, passing the two big cement works, from there, through Thurlow into Corbyville, through Corbyville to this city. Assistance will be asked from the city, and the company promises to spend $800,000. The matter is to be discussed at a public meeting to be held next week.

For some time there has been considerable talk in this city that the Burrell Rock Drill Co., one of the industries of the city, was about to remove their industry to some place up west, as several inducements had been offered them. The company had a grievance against the city in a matter of assessments. The council got busy and as a result a conference was held between Mr. Burrell and a committee from the council, with the result that the company have proposed an agreement which if carried out will induce them to remain here.

The Point Ann Quarries, is the name of a new company which is doing a large quarrying business at the Point, now famous for cement production. The head office and storage plant will be in Toronto. The company has secured property between the works of the Belleville Cement Company and the Lehigh Cement Company. They intend to commence on a large scale the crushing of stone for concrete work. Three crushers are to be erected and the wharves on the bay front with large storage bins. From these bins all stones are to be conveyed by elevators into the holds of vessels for shipment to Toronto. It is expected that employment will be given to over one hundred men when the quarries are in full operation. Most of the timber for construction work is already on the ground. M. J. Haney, the well known contractor of Toronto is at the head of the company. He has invented a plan whereby cement walls can be erected in a tithe of the time it now takes, besides making a far better job of it. G. M. Stewart, of Toronto, is to be resident manager.—H.C.M.

PETERBORO.

Jan. 24.—The Peterboro Electric Meter Co., manufacturers of electrical heating irons, heaters, toasters, meters, etc., is experiencing increased business. Large consignments of their goods are shipped weekly. They have a staff of ten experienced workmen and are working ten hours overtime daily.

Hardware business in the city remains fairly brisk in spite of the dull season. One dealer reported that he has had a splendid sale of stoves, particularly ranges, the burning of coal for kitchen work seemingly displacing the old-fashioned wood burners.

The town of Sterling, which suffered heavily from fire recently, has purchased a new fire engine and 500 feet of hose. In short time the town intends to purchase more hose.

Adamson & Dobbin installed the heating system in the new Margaret Cox Home for Girls in this city. It is the old Barnardo Home improved and enlarged as a gift from Hon. Geo. A. Cox.

The S. H. Knox Company will open a 15-cent store in Peterboro about February 1.

The city council have almost decided upon the plan of securing a commissioner of industries for Peterboro. who besides looking after industries, will also endeavor to bring as many excursions as possible to Peterboro. The Manufacturers' Committee are dealing with the question and their final decision is expected shortly—H. T.

HAMILTON.

January 26.—Interest in the coming convention in this city early in February of the Ontario Retail Hardware and Stove Dealers' Association has reached fever heat among the members of the association and the manufacturers who intend having exhibits at the Waldorf hotel, the convention headquarters. In fact, the convention is coming at a time when the "Boom Hamilton" slogan is being worked overtime and when the business interests are anxious to seize onto any scheme towards propagating this idea. Of course, there is not a great deal remaining for the local members of the association to do in regard to the convention in view of the fact that arrangements for it are almost entirely in the hands of the secretary. However, whatever they have to do they are making ready for it willingly and with zest. Owing to the amount of time required the visit to the various manufacturing plants, the number of places which would like to receive visits from the delegates has had to be reduced. R. B. Gardner, proprietor of the Waldorf hotel, is making extensive arrangements for providing for the comfort of the visitors and also in displaying the exhibits. The large banquet hall on the second floor will be given over to the exhibits and the sessions of the convention will be held in the drawing rooms. There have been so many applications for exhibiting space that Mr. Gardner expects to have the rotunda and other prominent spaces throughout the hotel devoted more or less to the display. "I intend to give then the free run of the hotel and they can turn it into a hardware store if they wish," is the manner in which Mr. Gardner expresses his intentions.

It is expected that within a short time construction will be started on a new building for the Y.W.C.A., to cost in the neighborhood of $33,000.

John Milne, of the Burrow, Stewart & Milne Company, is receiving the congratulations of his numerous friends on having reached his 75th birthday.

There was a small fire at E. T. Wright's tin works to-day. It is supposed that the heat of the sun ignited some grease in the tinning room. The prompt work of the fire department prevented the flames from spreading.

The Hamilton Steel and Iron Co. has secured a large order of steel for one of the Hill railways in the Northwest. The order comprises 300 tons of angle iron for connecting rails, and 160 tons of railway spikes. There will be 20 carloads of steel in the order.

The receiving of a portion of the construction work for the Hydro-Electric Power Commission by the Canadian Westinghouse Company will mean a big thing for Hamilton. The plant has been running on short time for a considerable period and as it employs a large number of hands the receiving of such a big order will mean the employment of full staffs and the consequent circulation of more money among the merchants. It is understood that the work has not yet been apportioned by the Government between the Canadian General Electric Co. of Peterboro, and the Westinghouse Co.

The Canadian Hart Emery Wheel Co. has issued a writ against the Brantford Emery Wheel Co., asking for an injunction to restrain the latter company from using any trade mark similar to that used by the plaintiffs company or taking any action to give the impression that it is selling the goods of the plaintiffs.

The Hamilton Steel and Iron Co. was commended by Justice Teetzel last week for its system of looking after injured workmen, John Southorn, an employe who was terribly burned with molten metal, sued for $10,000 damages. An agreement was arrived at, but Justice Teetzel said he was surprised to find the company so generous in providing for an injured workman as instanced in the case.

There is a strong agitation on at present among the merchants and manufacturers in favor of an Industrial Commissioner. So far the council has not taken any action in the matter, but the agitation is being boomed for all it is worth. It is also suggested that a business men's club be formed to work in conjunction with the commissioner.

The Hamilton Steel and Iron Co. is instaling Galey's dry air blasts in connection with their furnaces. This will mean that a much greater output will be derived from the furnaces.

D. L.

GALT.

Jan. 27.—J. O. Poland, Pittsburg, general inspector for the Dominion Natural Gas. Co., is in town for a couple of weeks, making a thorough investigation of the system in Galt. Recent disastrous explosions have stirred the company to action, and the inspector is taking drastic measures in Galt. All connections at all faulty are ordered taken out and replaced correctly. The use of rubber tubes as extensions is also condemned, the latter being thought to be responsible for a number of explosions.

Hardwaremen report trade as exceptionally brisk, with a big demand for paints and oils. "The average citizen is discarding the use of carpets in favor of rugs, and this means that the floors must be finished up nicely, hence there is a large demand for floor preparations," said one hardwareman.

Jas. Allen, the Main St. hardwareman, has again been appointed to the Parks Commission.

The Parkin Elevator Co., of Hespeler, have completed the work of replacing fire escapes on the town hall and opera house.

The Malleable Iron Works are running a night shift in an effort to catch up with orders.

McGregor & Gourlay, employing four hundred men, have resumed the ten-hour day.

The Canadian Potato Machinery Co., a branch of the Champion Potato Machinery Works, at Hammond, Ind., have definitely decided to locate in Galt. For a week past the council has had the matter in hand and arrangements have now been completed. The new industry will not ask for any concessions from the town, locating here because of the natural attractions, railway facilities and the character of the labor market in Galt. Four acres of land have been purchased on the Stone Road, and a shop for the manufacture of potato and other machinery will be erected at once. The initial building will be 100 feet by 80 feet. Walter H. Schrieber, of Hammond, formerly of Ottawa, will be resident general manager.

Dealers report an increased demand for electric irons, a line handled by a few firms in Galt.—B. E. C.

SUDBURY.

January 20.—At last night's meeting of the Board of Trade James Purvis, hardware merchant, who has been president for the past three years, was honored by his fellow citizens in the following address (accompanied with a gold-headed cane) :

"The members of the Sudbury Board of Trade cannot allow you to retire from the office of president without expressing their appreciation of the valuable services rendered by you to this organization and the Town of Sudbury. During your term of office you have presided over our meetings with tact and ability, and more than any other member aided in making the board an institution of inestimable value to the Town of Sudbury. We trust that you may be long spared to give the board the benefit of your wise counsel and mature judgment. Although a man of strong convictions, you have had the happy faculty to advocate them without giving offence to those who might differ from you. We ask you to accept the accompanying cane as a souvenir of your term of office, and of the good-will and esteem in which you have been held by the entire membership ; sentiments which we can assure you are likewise entertained by your fellow citizens at large."

Mr. Purvis gave a brief resume of the work accomplished during 1908, which, he stated, had largely consisted of deputations to Ottawa and Toronto for the purpose of interviewing tne Dominion and Provincial Governments. He instanced in particular the Gowganda road which had its origin through the efforts of the Board of Trade.

GUELPH.

Jan. 26.—The I.O.O.F. talk of erecting a large solid brick building of imposing appearance on some good site in the city, with the ground floor for business establishments, the second floor for a Y.M.C.A., and the third floor for the I.O.O.F. lodge rooms.

J. A. Turner, who has erected nine houses in one block during the past year, contemplates erecting a block of five more.

Last year despite the depression, the building trades in this city were particularly active. There were several large building operations under way at the same time, including the new Armory Building, the St. Patrick's ward public and the Dubli St. separate schools. New residences seemed to be springing up all over the city, persons who had a little money to invest were anxious to build. A reliable record of last year's building permits have not been kept, but there were about 150 issued and a lot of buildings went up without permits.

The Guelph Light and Heat Commission have 600 more consumers of gas in this city than they had this time last year, and about 600,000 feet more gas is being produced. The local hardwaremen report an increase in the sale of gas stoves and ranges following the reduction in the price of cooking gas to 40 cents per thousand feet.

The employes of Bonds beat the employes of Kloepher's in a fast and furious game of hockey a day or two ago.

Conn & Company, the contractors who have the work of laying the pipe line for the new waterworks system are experiencing a great deal of trouble in laying the pipe through a swampy piece of land that lies in the course between the city and the springs. The running water inside and outside of the pipes does not permit the cement to set in the pipe joints. First of all calking from the inside was tried, men going into the two-foot pipe with candles and trowels of cement and when this proved unsuccessful, it was found necessary to use pumps to keep pipes dry until the cement had set.—S. N.

CHATHAM.

Jan. 26.—"I haven't known in years so quiet a spell as we have had since last Thursday," remarked a hardwareman to-day. The quiet spell is due to the warm weather. This has "taken the bottom out of the roads," with the result that few, if any, country people have come to Chatham. Even if they did, it would be practicably impossible for hardwaremen to do much business, the state of the roads rendering transportation out of the question.

A. D. Westman, of Westman Bros., is already urging the 1909 Dominion Day celebration along. "We want a day that will bring people into Chatham" is his view of it; and he thinks that now is not too early to begin.

W. Lloyd, of the Lloyd Manufacturing Company, Wingham, visited Westman Bros. last week.

S. J. Rindle, tinsmith, of Ridgetown, is removing his tin shop to Brantford.

The Erie Basket Co. of Leamington, has recently added to its plant by installing machinery for the manufacture of all classes of handles.

Twenty-two Amherstburg merchants have signed an early-closing agreement, whereby they close their stores at 6 o'clock every evening, Saturdays excepted, between Jan. 18 and March 31. Thereafter they will close at 6 o'clock on Tuesdays and Thursdays. The move is experimental, and, if it pleases, there is a likelihood that it will be adhered to for good.

An unexpected move in the direction of municipal ownership was made at the city council last night, when Ald. Brackin put through a resolution authorizing Mayor Westman to consult the city solicitor with reference to the feasibility of expropriating the plant of the Chatham Gas and Electric Light Company. The civic lighting plant furnishes street lights, while the private company looks after the incandescent field—W. P.

LONDON.

January 26.—Manufacturers and merchants interviewed agree that trade conditions at present are far ahead of what they were this time last year, and therefore feel optimistic as to the outlook. The representative of a leading financial institution states that within the past few days his concern has received upwards of $100,000 placed with it for investment. Railway officials state that though this is the dull end of the year with them, business is better than they expected it would be. Wholesalers report spring orders far larger than a year ago, with payments promptly met. Here are the views on the situation of a few of the manufacturers :

Col Gartshore, McClary Mfg. Co., said : "While we are slack in some departments we are very busy in others, and are working full time. We have 850 on our pay roll, and orders are coming in well from all parts of the country. We expect a big season."

George White & Sons, engines, etc., reported that their staff of 160 men were working 60 hours a week.

The Dominion Office and Showcase

Works reported that when the slump came two years ago it affected their business about three months before it did most firms. For four months, however, they have found business very good. They are now working 60 hours a week and have 30 men.

The London Rolling Mills report business is a great deal better than it was last year. They are working full time, ten hours a day, for six days a week, and have 125 men. Business has been steadily improving since May last in line.

The Grand Trunk Car Shops have 450 men on their pay roll and are working 11 hours a week.

It is definitely stated that the burned Globe Casket Works will be rebuilt here.

The tinware and stove business of the late H. J. Boyd, one of the oldest in the city, has been purchased by John Master, for many years in Mr. Boyd's employ, who takes possession at once.

F. T. Y.

INGERSOLL.

January 26.—Jas. Sinclair, who has been engaged in the tinsmithing, plumbing and stove business here for many years, has been re-appointed chairman of the Board of Health. This is the nineteenth consecutive time that this honor has been conferred upon Mr. Sinclair, and it is a distinction which it is doubtful if anyone has ever enjoyed before. During his long tenure of office Mr. Sinclair has been an energetic and capable officer and has always taken a lively interest in all matters pertaining to the health of the town.

The spring-like weather which has prevailed for the past week does not appear to have had a depressing effect on business. The hardware merchants have probably been in a dilemma as to what are really "seasonable articles." In the surrounding districts many of the farmers have been plowing, which is certainly remarkable in this part of Ontario for the month of January.

CAMPBELLFORD.

January 25.—T. S. Tait, of Campbellford, is busy this week moving into his fine new store in the new Kerr block. This store has all the modern improvements and is as fine a hardware store as one can find in Ontario towns.

G.

BRANTFORD.

January 26.—On Wednesday morning last as E. A. Humphries, hardware merchant, Parkhill, and wife were returning from a trip to New York, the former left the train to telephone some friends. The telephone cabinet door became fastened, delaying his return to the train, which commenced to steam out. He ran across the platform but fell on the slippery ice there, fracturing his left shoulder. He is resting as well as could be expected.

As mentioned by your correspondent last week, a number of merchants here have been "stung." The publicity given to the affair has brought out the fact that between 150 and 200 merchants of the city have been the victims. The trouble is over shipments of floor oil, linseed oil, and other such products of the Liberty Drug & Oil Co., New York, with a branch at Hamilton. A meeting was held in the Y.M.C.A. last evening when it was unanimously decided to act together and defend themselves against any suits which may be brought against them.

Bradley Chambers, Welland, has secured the plumbing contracts in two new houses for John Goodwillie, on State Street; in J. H. Burgar's new residence on Avenue Place, and A. W. Fritz's new building on Franklin St.

The Goold, Shapley & Muir Co., manufacturers of heavy hardware and machinery, extended a banquet on Friday evening to their traveling and office staff.

During the month of February the Grand Valley Radial Railway will give cheap rates from Galt and other points to Brantford. Single fare rates will be obtainable during the week, and on Saturdays a 50c return rate will be given from Galt. The company and the local merchants propose working together in the bringing of people here, especially on market day. This step has been taken as a result of the very successful excursion held to this centre a few days before Christmas.

Plumbers and steam fitters are now at work in the new school building at Paris.—A.W.

RIPLEY.

January 23.—H. G. Goodhue, Ripley, has sold his hardware business to Palin & Munn, who took possession this week. Mr. Palin was a member of the firm of Palin & Pinder, Goderich, and Mr, Munn is a son of A. Munn, of A. Munn & Son. Ripley. Mr. Goodhue has purchased the hardware store of J. A. Beattie, Ridgetown, and takes possession immediately. He was presented with an address and a gold locket and chain by the business people of Ripley just previous to his departure for Ridgetown.

D. W.

The Prairie Provinces

Complaints About Express Rates to be Taken to Railway Commissioners—Large Lumber Company Establishes its Headquarters at Lethbridge.

SASKATOON.

January 22.—E. Biglow, manager of the Cairns hardware department, has returned from a business trip to Winnipeg, where he visited a number of the wholesale houses.

At the annual meeting of the Board of Trade held on Monday night, M. Isbister, of the Second Avenue hardware store, was re-elected president for the present year. Mr. Isbister, in addition to attending to his business, presided over the affairs of the board all last year, which has been the most progressive year which the board has yet had. His re-election to the office is a tribute to his good judgment and business capacity. The report submitted at the annual meeting showed that the year had been a strenuous one for the executive, which, besides meeting regularly once a week, held numerous special meetings when occasion arose. Much work had been got through by the board, and an extensive advertising campaign carried on throughout the year. In its capacity the board was the means of getting the Goose Lake railway into operation, besides effecting many other improvements in the interests of the community.

An important matter before the board at the present time is the excessive express rates which are being charged. A delegation has been appointed to place the matter before the Board of Railway Commissioners, which meets at Regina on Feb. 11. The indefatigable commissioner of the Board of Trade is F. M.

M. ISBISTER, SASKATOON.

Selanders, to whose enthusiasm and energy much of the work accomplished by the board is due.

To prevent frost gathering on the windows of his store, J. F. Cairns has had them ventilated by means of air holes which keeps both sides of the glass at the same temperature.

D. G. R.

LETHBRIDGE.

January 20.—J. E. Flait, of Naismith & Flait, Morse, Sask., is managing C. W. Gray's hardware business during his absence in the east.

One of the biggest business deals of the past year was put through last week when the Citizens' Lumber Co. purchased the lumber business of E. Adams. The Citizens' Lumber Co. have established seven yards and expect to establish a number of others, which goes to prove the faith this company have in southern Alberta. The headquarters is in St. Paul, and they have been operating through the Dakotas, but are selling their yards there as fast as possible, with the intention of opening up in this country. G. J. Hausch will be the general manager and Lethbridge will be the headquarters for this country, Needless to say that Lethbridge and the whole of southern Alberta extends the glad hand to the company and its staff.

Although it has been cold and some snow has fallen there is no sleighing here. The Christmas trade was the best in the history of the town, and cash was paid. Building was in full swing till Dec. 31st, but has stopped since the cold snap struck us. The outlook for the spring is fine and many people are

looking for a big rush of business as soon as the warm weather comes.

Round Street presents quite a different appearance to what it did last spring. During the past eight months several fine two-storey brick blocks have been erected on this street. The Stafford block, a fine, two-storey building with pressed brick and stone front, 50x80, is occupied by the Stafford-Agnew Co., hardware, and George Bradbeer & Co., groceries. The Bryan block, 50x70, is occupied by the Eureka theatre and the McKeown Hardware Co. The Oddfellows block, 50x60, is just completed and is occupied by Skeith & Tilley, real estate, and N. H. Murray, restaurant. The upper floor contains a very fine lodge room and three suites of offices. The Sheppard block, 25x70, and the Begin block, 25x65, are not quite completed, but will be ready for occupation in a couple of months.

The public school ($90,000), fire hall, ($45,000), and Presbyterian church ($35,000), are all nearing completion.

The Bank of Commerce recently bought two lots on Round Street for $24,000, and will erect a fine bank building this year.

Architect MacDonald is now preparing plans for a two-storey business block 50x90, for Bowman & Johnstone, to be erected on Redpath Street.

Architect Dodd is preparing plans for a three-storey steel and reinforced concrete block 50x125, to be erected on Redpath Street in the spring for R. E. Sherlock.

S. A. C.

British Columbia

Large Pulp Industry for Vancouver Island—Review of the Year's Trade at Vancouver—Revelstoke Hardware Clerks Capture a Crook.

VANCOUVER.

January 23.—Now that merchants have squared away after the year's business, it has been found that the trade during 1908 was very satisfactory, and while not quite as good on the whole as in 1907, it was much better than expected. The year before last was an abnormal one, and in the twelve months preceding 1908 the advance in trade over 1906 was 50 per cent. Although last year was one of depression, the increase in 1908 over 1906 was 48 per cent., showing that even in slack times the business came up to within two per cent. of the unusually good times. This is very encouraging, and hardware men expect the very best this year, with lumber camps opening up, canneries to operate, since this is the expected big year for salmon, and general conditions being better. That last year's trade was able to show up as well as it did was owing to the general development that is going on in British Columbia, and new accounts are coming in from the many new places that are coming into existence. This is the advantage of a new country, and with the almost unlimited areas of this province, benefits of this kind will accrue for many years to come.

A feature of the increase in trade has been in the junk business. This is well looked after here, an indication of which is that the old metal of the big mill at Bellingham, recently destroyed by fire, was disposed of by tender to the Vancouver Junk Company for $6,000. As an instance of the business done, one order alone sent amounted to $2,000. Junk is picked up all along the coast, and most of it goes through from here to the eastern cities where it is required, principally Chicago, Toronto and Montreal.

Another proposition that will bring business to the different lines of the hardware trade is the establishment of power companies for the development of water powers. The Stave Lake Power Company has done work off and on for a couple of years on the Stave River, 40 miles from Vancouver, and now English capital has been secured to rush the work to completion. This will mean a big electric generating plant on the Stave River, and the construction of some miles of electric railway, for the plans at present include that. The company will be associated with the Burrard, Westminster and Boundary, and the V.W. & Y., so as to utilize the charters held.

An English company will also develop a water power on Adams River, near Shuswap, to supply the towns of the Okanagan Valley with electric power. The matter has progressed so far that notification has been sent to the different municipal councils that the company is ready to make contracts.

A passenger on the steamer Aorangi, which arrived from Australia and Honolulu the other day, was O. S. Chapin, of the Chapin Company, wholesale machinery merchants, etc., of Calgary, who was returning from a trip, accompanied by his wife. They have left for their home in Calgary.

A visitor during the week was George Dowswell, Hamilton, Ont., representing wholesale hardware. He reports conditions much better than they were six months ago.

NEW WESTMINSTER.

January 23.—The man who committed suicide in Victoria last week has been identified as J. Kittlemin, who opened a plumbing shop in this city about three months ago in the rear of the Edison Theatre. About two weeks ago he disappeared. In committing suicide he took every mark out of his clothing, and was identified by means of a photograph which the Victoria police sent out.

VICTORIA.

January 20.—Two money by-laws were passed by the ratepayers last week, one for school work at a cost of $65,000, and the other for sewers to cost $50,000. The by-law for $35,000 to remodel and renovate the city hall was defeated.

The Quatsino Power & Pulp Co., of this city, have assigned their entire plant and pulp limits, consisting of 55,000 acres of timber lands on Vancouver Island, to the Western Canada Pulp & Paper Co. The company propose the immediate erection of a large pulp and paper mill on Quatsino Sound for the manufacture of news and wrapping paper. The company is capitalized at $1,500,000. A pulp mill architect from the United States is to have charge of the construction work.

Trade during the past week has been fairly good and building continues brisk, a good many small houses being in process of construction, and several large buildings are just commenced. The outlook for 1909 is very promising.

What might have been a very serious fire started on the premises of the Hydraulic Supply Manufacturing Co., at present engaged on a contract for pipes for Victoria waterworks system. The asphaltum in the tank which the finished pipe is dipped in to be coated caught fire and for a time looked rather serious, fortunately, owing to rain, the woodwork of the building was wet and the fire was kept to the place where it started. The loss will not be very heavy.

Charles Thompson, representing Chris. Johnson & Co., Sheffield, Eng., and a general hardware line, is in town this week.

W. B. C.

REVELSTOKE, B.C.

January 23.—The staff of the Lawrence Hardware Company effected a clever capture of a smart crook who came in this week with cheques to be cashed. The gentleman in question made great play with a gun that he bought in the store, even going so far as to click the trigger in the face of a bank official. His subsequent suspicious manner in the store ended in a constable being quietly called, and the man was put in jail.—R.B.B.

WOMAN OIL PIONEER.

Mrs. Emma A. Summers is one of the pioneers in the oil industry of southern California. Oil, when first discovered near her home on California street, Los Angeles, became her constant study, and from the first Mrs. Summers apparently presaged its advancing worth and value as an economic agent. She invested her savings in an oil well, money she had made in teaching school, and began an exhaustive study of oil and its possibilities. Good fortune followed her efforts and with fortune and success followed public confidence in her judgment and business capacity. She became a marked woman and a conspicuous figure in industrial circles. Mrs. Summers next entered the manufacturing and mercantile field and established the Summers Paint Company, which soon built up an enormous trade. Her knowledge of oils and its by-products is remarkable, even in this age of the thorough and scientific knowledge of the subject. She is an excellent judge of oil sands and strata and is quite familiar with the configuration and outcroppings of oil lands. There is no branch of the marvelous industry with which she is not familiar.

Applications will be made by the Kettle River Valley Railway Company for incorporation to operate a line of railway from Midway to Penticton, B.C., a distance of about 120 miles, and from Penticton to Nicola, a distance of about 150 miles.

Care of Domestic Heating Apparatus

Suggestions Made by C. E. Oldacre Regarding the Management of House Heating Systems During Summer and Winter Months—A Subject of Live Interest at the Present Time.

No one subject receives much greater attention at the hands of the householder during the colder months of the year than does that of heating apparatus, and the results to be had in their use.

And right justly is this attention given, as to a great extent our bodily comfort is dependent on artificial heat during a considerable portion of the year. The more dependable the apparatus and the more responsive to our needs the greater is the comfort derived.

The greater proportion of our homes to-day are provided with some form of heating apparatus—warm air, steam, or hot water.

These methods of heating are to be found in many modified forms—warm air, and warm air and hot water combination, direct hot water, direct steam, direct-indirect steam, direct-indirect hot water, indirect steam and indirect hot water. Further, in some cases the indirect methods of hot water and steam may be combined with the direct—that is a portion of the house may be heated by the indirect method and a portion by the direct—all the radiators being connected with one central heater or boiler.

Merits of Different Systems.

No one system is necessarily the most applicable or the best method in all cases, but it follows of course, that whatever the method chosen, the better it is installed, the better the attention it receives, and the better the care it gets when out of use, the better are the results that are obtained and the more economical is the operation of the heating plant.

Without reference to any specific kind of apparatus or make of apparatus there are certain points that should be observed in the care and operation of heating apparatus to obtain reasonable results.

A heater or boiler consists essentially of an ashpit, fire box, combustion chamber, flue space, together with an air inlet, smoke outlet and grate or grates.

A chimney having a good draft is absolutely necessary to the proper operation of any heater. It should be, generally speaking, as straight as possible without offsets or bends, and be of a uniform size throughout. The minimum size should not be less than 9 inches by 9 inches for houses having up to 12 rooms in the average house, and may be 9 inches by 13 inches, or larger, in proportion to the size of the house for larger houses. There should be only two openings into the chimney, one near the base for the connection of the smoke pipe and one at the top, together with a clean-out opening at the base having a tightly-fitting cover. No chimney should have more than one stove, range, heater, boiler or fireplace connected to it—each being connected to a separate flue. A non-observance of this one condition is likely to be a very fruitful source of dissatisfaction and annoyance.

Chimney Often to Blame.

Many desirable patterns and forms of stoves, heaters and ranges have been condemned by their owners for no other reason than that the chimney was faulty in one or more details. A great many people for some reason or other seem to believe that a good draft is a part of the heating or cooking apparatus, but such is in no way the case, as everything is practically dependent on the chimney and nothing but the chimney. Regardless of whether the apparatus is otherwise satisfactory in its operation if the fire does not burn reasonably well it can at once be set down that it is no fault of the heater, stove or range, no matter how simple it may be in its construction, no matter how expensive or inexpensive it may be.

To many, a draft, good, bad or indifferent, is an inherent feature incorporated with every form of apparatus in which fuel is burned. But the form or type of construction usually to be found has little or nothing to do with the draft.

There is one class of difficulties met with by the man in the heating business that might well be spoken of here, and that is the case where a heating apparatus (and the same applies equally as well to stoves and ranges) is installed in an old house where wood has heretofore been the fuel used. In such places the chimney may be only one that is 4 inches by 8 inches and it has worked well with wood, but when an apparatus using coal is placed in position the draft is entirely unsatisfactory and consequently the results are poor. The trouble here is not only due to the size of the chimney, but it is likely that the chimney is in an outside wall and there are several openings into that chimney that have been used for small stoves. There is only one cure for such trouble and that is, have a proper chimney built that is to be used independently for the heating apparatus and there will be no further complaint on the score of poor draft.

A chimney that ensures a fair draft should be so built, that it is of full area throughout its entire course, has no communication with any other flue in any way, is carried higher than any nearby roof, and is not overhung by limbs of any surrounding trees. The chimney is the breathing-pipe for any stove, range, heater, furnace or boiler and it does not want to be choked permanently at any point—if it is, good results can not be had.

In general an observance of the following in the operation and care of heating apparatus may be found of value.

Building the Fire.

See that the smoke pipe is tightly connected to the chimney and is clear of dirt—that the tight damper is open, that is the damper that is usually placed in the smoke pipe—that any slide damper is pulled out that is in line with the direct draft—that all openings in the smoke pipe or chimney are closed including any check dampers. If there is a direct and indirect draft that the direct draft damper is wide open to the flue.

See that the grates are clear and operate freely. Put in plenty of dry kindling, paper first (or shavings) and small wood afterwards, then the larger pieces of wood or gas-house coke. Light the fire from the bottom and get a well lighted fire before adding coal. While starting fire with light fuel do not open the draft dampers located below the grates too wide as it is liable to cause smoke to be thrown out into the cellar. Throwing kerosene, or coal oil on the kindling is unnecessary and may be dangerous. Only add the coal after the fire has got well started and has had time to burn evenly all over the grate. If there seems to be a tendency to a sluggish draft place one or two goodly sized papers in base of flue and light so as to heat the chimney as it may be damp, and if necessary this may be repeated once or twice.

Maintaining the Fire.

After the fire is well started have the firepot well filled up to the bottom

of the feeder door—don't try operating with a shallow fire—there is no economy in trying to do so even if you might think that only a little coal in the firepot means little coal burned. Regulate the rate of consumption by the dampers. The greatest amount of fuel can be burned by having the draft damper below the grate open (or the ashpit door open) the revolving damper in the smoke pipe open, the check draft (or opening in smoke pipe) closed as also the feeder door and the least when the reverse is the case.

To lower the intensity of the fire—first close the draft doors below the line of the grates—then partly close the revolving damper in smoke pipe—then open the check damper that opens into the smoke pipe.

These successive steps will each reduce the rate of combustion and cause less heat to be given off by the apparatus.

Shaking the Grates.

In shaking or operating the grates always see that they are returned to their normal position. If of the revolving type always see that the upper part is flat and that the points do not extend up into the fire.

When shaking see that the revolving damper in smoke pipe is wide open and that the ash-pit door and slides in door are closed as is also the check damper.

Removal of Ashes.

It is a safe policy, to avoid warping and burning out of grates to remove all ashes from the ashpit each time the grates are shaken. All ashes should be removed not less than once a day from the ashpit. Non-observance of this is liable to cause the ashes to become banked up against the underneath side of the grates and cause damage. In ninety-nine cases out of a hundred this is the entire cause of trouble with grates, as the grates usually found are heavy enough to stand the usual wear and tear without any damage. See that back of ashpit is kept clear.

Special Care for Mild Weather.

Let the ashes accumulate on top of the grates so there may be a more or less depth of ashes on the grates according to the weather. Keep the fire line or coal supply up to the bottom of the feed door and don't try to operate with a shallow fire and with the feed door open. Keep the revolving damper in smoke pipe just sufficiently open to carry off all gas and check further with the check draft opening into the smoke when absolutely necessary. Do not shut off the revolving damper too much and at the same time open the check damper. The revolving damper (or slide damper) should have one or two openings of not less than a total area of 2 inches or if a slide damper is used then there should be a stop that prevents the slide from being entirely closed.

Special Care for Cold Weather.

The clearer the fire is kept at the bottom and the less the amount of ashes on the grates, the greater is the amount of heat that can be had. During cold weather the fire will need be shaken down twice a day and if severe weather prevails probably three times.

If the draft is a good one it will hardly be necessary to leave the draft doors below the grate line open for a period to exceed 15 or 20 minutes to get the new fuel properly caught up (or lighted.) Leaving the drafts turned on too long will most likely burn out the fuel too much, and temporarily over-heat the house and put the fire in such a condition that it will not carry over for a sufficient length of time. Keep the firepot full of coal up to bottom of feeder door.

Morning Care.

As of course during the night the fire has received no attention the fire may be pretty well burned out, particularly during cold or windy weather. First close the check draft, open the revolving damper wide and open the lower draft doors, and add two or three shovelfuls of coal or more, according to the size of heater, and allow the fire to burn up fairly well. Do not shake at first. This will quickly warm up the house and then after the breakfast hour is over shake the fire down according to the weather and add the fuel for the day, closing the revolving damper and opening the check damper (if necessary) as soon as fire is burning well. See that sufficient coal is added to fully fill the firepot up to the bottom of feeder door. Do not allow any direct damper to be open too long or the draft doors at bottom of furnace to be left open so long that the fire will burn out too much.

Evening Care.

Shake down the fire as late as convenient, according to the weather conditions and add coal to fill the firepot full to the bottom of feeder door. Don't open the lower draft doors unless really necessary and when the fire is fairly caught up close the revolving damper partly (more or less according to the intensity of the draft) and open the check damper which opens directly into the smoke pipe, setting this check damper more or less open as experience in each particular case can only teach you, and a fairly satisfactory temperature should be maintained throughout the night, and the fire should be in such condition in the morning that a good temperature should be had reasonably soon after the proper morning attention has been given the heater.

General Observances.

Don't burn paper, rubbish or garbage in your heater. See that the ashes are removed at least daily from the heater ashpit, both in mild weather and cold weather.

Grates are burned out and warped by letting the ashes accumulate in the ashpit.

Don't check your fire by opening the feeder door any more than absolutely necessary.

Don't open the feeder door wide open and close the revolving damper in the smoke pipe or open the check draft at the same time.

Don't think you have a good fire because it looks bright on the top, because there may be several inches of ashes between the fire and the grate.

If you want a clear fire be sure the fire is bright all over the bottom of the fire. A good look through the ashpit door will show you this.

Don't think the ashpit is clear of ashes because it has been swept in front—there may be more ashes at the back of ashpit.

When the feeder door is open for the purpose of adding new fuel, see that the turn or revolving damper is open and that the check draft is closed, and it is well to have the draft doors at the bottom closed as well.

Don't leave the feeder door open any longer than really necessary.

A slide damper with a stop preventing it being entirely closed, and a revolving damper with one or two holes having an area of not less than 2 inches serves the same purpose.

Don't shake the grates any more than really necessary in mild weather and in cold weather shake them often enough to get a clear fire two or three times a day.

Keep the firepot full up to the bottom of feed door to get best results at all times.

Take note of, and put in practice, the particular little attentions you may need give your heater to get the very best results.

Hot Air Furnaces.

Before lighting the fire see that all dampers in the heat pipes are open.

If heat is not wanted in upper rooms close the dampers partly in flues leading to such rooms after the fire is properly started.

Don't close all the registers or all the dampers in the heat pipes when a fire is in the furnace.

If any one pipe is slow in starting shut off the pipes at the furnace which

are attached to furnace close to this particular pipe for a few minutes.

Don't close off the fresh air duct leading from outside to the base of heater entirely, but see that it is properly regulated according to the velocity of the wind and the outside temperature. The damper in the fresh air duct may be closed partly at night during the cold weather, but should be wide open or nearly so during the day except during severe winds.

If your furnace has a dust damper don't leave it open if you want the fire to burn up.

Hot Water Heaters.

Before lighting the fire see that the system is filled with water—that is, that there is a half a gauge of water showing in the expansion tank.

Keep the pipes and radiators filled with water during the summer as well as during the winter.

During the heating season see that he tank shows water in the gauge glass.

Don't draw off water from the radiators or the boiler for domestic purposes.

Occasionally open the air vents to let off any accumulated air and as soon as water appears at the vent close it.

Try and keep a fairly uniform fire according to the weather.

Drawing the water off completely once or twice after the completion of a new heating plant is wise to get rid of all dirt and cuttings, but afterwards it is best to leave it filled, gradually adding water as required.

Have the heater well covered with asbestos plaster not less than 1¼ or 1½ inches thick. It saves the fuel.

Don't empty the system when a fire is in the heater, and do not fill it, if the system is empty, when a fire is in the boiler.

Keep the firepot full up to the bottom of feeder door to get best results.

Steam Boilers.

Before lighting the fire see that there is a half gauge of water showing in the gauge glass. See the gauge glass is clear and that the valves leading from boiler to gauge glass are open.

One or two pounds of steam as shown on the gauge is all that is necessary under ordinary conditions to get the proper results from a low pressure heating plant.

See that the chains leading to the check damper and draft damper are properly adjusted and in working order.

See that the safety valve on the boiler is in proper working order and that it is properly set.

All air valves should be properly adjusted so that as soon as steam is on the radiator, they will tightly close.

When the ordinary low pressure system is used all steam valves on radiators should be wide open if heat is desired and tightly closed if heat is not desired. Don't have them half open or half closed.

Have the boiler well covered with asbestos plaster not less than 1¼ or 1½ inches thick. It saves the fuel.

Summer Care of Apparatus.

As soon as fire is out take down the smoke pipe and clean out thoroughly and then put away in dry place till needed in the fall.

Clean out the heater thoroughly, removing all ashes, dirt and soot with wire or other suitable brush.

Don't leave off cleaning the heater till it is wanted in the fall. More wear is on the heater in the summer if it is left filled with the accumulated soot and dirt than there is in the winter when the heater is actually in use.

If your heater has been in use for some time and there are any worn or broken parts look the heater over and get the parts replaced as soon as possible. Don't put it off till the heater will be actually needed for the coming season.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Shelby Steel Tubes.—An artistic souvenir is the booklet issued by the National Tube Co., Pittsburg giving a complete description of the modern method of making seamless steel tubing as practised at the Ellwood City plant. The book is copiously illustrated with special photogravures showing the different processes of manufacture. Commencing with an introductory paragraph devoted to the fact that brass and copper can be drawn into tubular shape while cold, and that now it is also possible by a recent process to do the same with steel, the story carries one through the historical era and on down to the actual process of manufacturing steel tubing from billets. This process is explained in detail as is also the making of tubes from plates.

"T-F" Door Sets. — The Taylor-Forbes Co., Guelph, have put out an attractive 12-page folder devoted to a description of one of their large variety of manufacture—"T-F" spring hinges and screen door sets. The various styles and sizes are set forth by tables and full size pictures as well as printed description. The springs in all the hinges are made from crucible steel wire, and the sets are boxed in convenient numbers. The catalogue is printed on coated paper and a blank page at the end makes a convenient memo. pad for jotting down some striking point.

THE 20TH CENTURY SKATE.

The Kennedy Skate Company, 2 South Franklin Street, Chicago, is offering the skate illustrated, for which they claim perfect rigid support for the ankle, easily adjusted fastenings and a blade curved to provide accurate balance in all positions. The lower part of the ankle brace is made of steel in one piece with the heel plate, and is attached to the upper cross braced part by rivet hinges. The ankle band, also of steel, is secured to the brace arms in a similar manner, allowing a free flexible forward and backward movement of the ankle while holding it firmly against side strain. The whole brace being

The 20th Century Skate.

made of cold rolled steel, stiffened with ribs, is both light and strong. A notable feature of the skate is that no key is required to fasten it to the shoe. The clamps being adjustable are set to fit the shoe, and pressure of the heel on the slanting heel plate forces the shoe forward, thus effecting a tight wedge fastening in a simple and convenient manner. Easily operated buckles of new design provided for the straps complete the means of attachment. The blades, it is claimed, are curved enough to turn easily, yet are flat enough to give substantial footing on the ice; the curve is more pronounced just in front of the ball of the foot. The skate is made in two styles, C and B, the difference being chiefly in the finish. Both are nickeled, style B being the more highly polished.

General Manager McLeod, of the C. N.R., stated that his company would at once commence the railway extensions into Alberta if the Government guarantee their bonds. C.N.R. surveyors are working out north on the line to Athabasca Landing and also west to the Pacific Coast. It is probable that the line will be extended to the Braziau coal fields this year.

CONDENSED OR "WANT" ADVERTISEMENTS.

AGENCIES WANTED

Manufacturers of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

BUTTER TUBS—Manufacturers' agent in Winnipeg, excellent connection with jobbing trade, desires to represent manufacturer of wooden butter tubs. Box 1, HARDWARE AND METAL, Winnipeg. (6)

WE WANT TO SELL YOUR GOODS—Canadian and American established firms wanting resident selling agents for Canada write A. H. & R., Manufacturers Agents, 1757 Queen West, Toronto. (6)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENTS WANTED with good connection with hardware trade to handle a specialty which has had a good sale with hardware men and booksellers and stationers in the United States. The line has already been introduced to the bookseller trade in Canada, but separate agents are wanted for the hardware trade in Montreal, Toronto and Winnipeg. Apply, stating agencies you now have, to Box 779, HARDWARE AND METAL, Toronto. (6f)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Set Tinners' Tools—complete, in good condition, break safe, etc; all good. Werner Bros., Mitchell. (8)

BUSINESS CHANCES.

Does your business need more money? Would you like to secure an active or silent partner? An outlay of 50c. or $1 for a small ad. under the heading, would probably put you in touch with the right man.

PATENT NOTICE—The owners of Canadian Patents Nos. 95125, 95126, 96650 and 102647, for improved processes for working silica glass and making articles out of fused silica, and for an improved furnace for working silica, are desirous of finding Canadian manufacturers who will take a license under their patents. The processes are being satisfactorily carried out in Great Britain and a considerable number of articles are being made and sold. Applications for licenses may be addressed either to THE THERMAL SYNDICATE, Ltd., of Neptune Bank, Wallsend-on-Tyne England, or to OWEN N. EVANS, Solicitor of Patents and Expert, Merchants' Bank Building, Montreal, Canada. (5)

BUSINESSES WANTED.

The business of your next door neighbor may be for sale, and you would not know anything about it. The only way to get replies from the trade everywhere, is to advertise in a paper which reaches the trade everywhere in Canada.

TO PURCHASE Established Hardware Business in live town or city in Ontario, east of Toronto; or in Quebec, west or south of Montreal. Box 787, HARDWARE AND METAL, Toronto. (8)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE BUSINESS FOR SALE in one of the finest farming sections of Ontario. Two railways. Stock about $4,500. Good reasons for selling. Address Box 782, HARDWARE AND METAL, Toronto. (11)

HARDWARE, tinware and furniture for sale.—Stock between five and six thousand. Doing a good business. Good reason for selling. Apply Box 781, HARDWARE AND METAL, Toronto. (7)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE, Stoves and Tinware Business for sale in a good manufacturing town, farming and dairying country, good business trade connections in store and workshop; stock about $8,000. Good reasons for selling. Address Box 784, HARDWARE AND METAL, Toronto. (8)

HARDWARE BUSINESS FOR SALE—In growing part of Toronto. Stock and fixtures about $2,000. Box789, HARDWARE AND METAL, Toronto (8)

WELL ESTABLISHED GENERAL HARDWARE BUSINESS in prosperous Manitoba town surrounded by excellent farming district. Stock about $8,000. A splendid opportunity. Apply Box 785, HARDWARE AND METAL, Toronto. (10)

Hardware Business For Sale

The old established hardware business of Reid & Wilson, at the town of Seaforth, being now in liquidation (the firm having been dissolved) the whole of the stock is offered for sale, together with coal warehouse and sheds.

The stock consists of:—

Blacksmith's iron, shoes, nails etc.
Wagon and buggy wooden ware
General hardware stock
Wire fencing
Blacksmith's coal and domestic coal

The stock may be purchased in sections, or the business may be bought out as a going concern. The stock may be viewed at any time, and further particulars obtained from the undersigned:

ROBERT WILSON
WILLIAM HILLS
Liquidators for the firm of Reid & Wilson.

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of gasoline lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

7,217—National Cash Registers were sold during May, 1908. That's more than were sold during May, 1907. The National Cash Register Company, F. E. Mutton, Canadian Manager, corner Yonge street and Wilton avenue, Toronto.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

ADVERTISER, 31 years of age, 4 years with present employer, selling specialties to jobbers and retail hardware merchants, etc., in Ontario, Maritime Provinces and Newfoundland, intends establishing a manufacturers' agency at Toronto and invites correspondence from manufacturers, etc. Box 790, HARDWARE AND METAL, Toronto. [6]

FIRST-CLASS Builders' and General Hardware Man open for engagement. Twelve years' experience. Box 783 HARDWARE AND METAL, Toronto (8)

HARDWARE SALESMAN desires position, wholesale and retail, experienced. Would buy a first-class business. Box 788, HARDWARE AND METAL, Toronto. (8)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

TRAVELER of experience in the Stove and Furnace Business for the Provinces of Quebec and New Brunswick. Must speak English and French. Address Box 786, HARDWARE AND METAL, Toronto, stating experience, salary, etc. (tf)

WANTED—Salesman for western Canada. Must have knowledge of plumbing supplies; able to figure hot water and steam heating. State age, experience and references to Box 791, HARDWARE AND METAL, Toronto. (5)

TECHNICAL BOOKS

ESTIMATING, by Edward Nichols, Architect.—140 pp. 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

SUCCESSFUL ADVERTISING, HOW TO ACCOMPLISH IT, by J. Angus Macdonald.—Authoritative work by an advertising expert, setting forth the inner advertising principles of each business clearly and briefly. Contents include Ad. Building, Retail Advertising All the Year Round, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. The suggestions are applicable to any trade. Price $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from $1,000 to $10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn $100 to $500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 287, NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Room 511, Union Bank Bldg, Winnipeg.

Winnipeg, Jan. 27.—The annual meeting of the Grain Growers' Association, to which reference has already been made, was held during the past week and very ardently re-endorsed its previously expressed desire of Provincial Government Ownership of Interior Elevators. The promoters of the scheme seemed very confident of success, but while they were in session Premier Rutherford, of Alberta, spoke on the matter in the Alberta Legislature, in reply to a question, and stated that whereas it had been claimed that it would only require $4,000,000 to duplicate the present elevator system of Alberta, from evidence in his possession it looked as if it would be more like $15,000,000, and there were many other grave considerations to be taken into account before embarking upon such a scheme. He was not sure that under the British North America Act provinces had the power to engage in such business. His little speech was cautious but it did not take any great reading between the lines to see that the present Alberta Government is decidedly shy of the scheme. The Saskatchewan Government has already stated that only as an entire monopoly could the scheme be made practical and at this very convention the farmers themselves refused to give the Government a monopoly even if they erected the elevators, clinging to all the loading platform privileges they now have, but still maintaining that the governments should erect and maintain a costly system of elevators without any guarantee that the farmers would use them when they were erected.

The only province that has not yet been heard from is that of Manitoba and some decision in the matter was to have been handed out on the 22nd but did not materialize.

A Monster Problem.

The scheme is a gigantic one, and the Grain Growers' Associations, while they are clamoring for government owned interior elevators and publishing most misleading figures about costs, maintenance, profits, etc., have really no well formulated plan on which the thing could be operated—indeed they seem as if they expected the various governments to do that for them. There seems to be a general impression among grain men that the proposition will be turned down by all the provincial governments at the present time, and it is to be sincerely hoped they are correct.

The export trade of Canada is now on a very satisfactory basis, Old Country buyers are satisfied with the present inspection law and its operation and about the only effect of such a radical change would be a very general upset of the export trade.

Last year the fact that this question was pending had a great effect in deterring line elevators from erecting new houses, but this year up to date contracts are already under way for the erection and equipment of no less than 85 new houses, many of them on the line of the new G.T.P.

Dominion Charters Preferable.

The companies planning the erection of these houses are very reticent at present, but there is every reason to believe that the difficulty of provincially owned interior elevators will be gotten over by the companies securing Dominion charters and building their houses under those charters. Many men in the grain trade are coming to realize the absolute need of having Dominion charters for the carrying on of their business. In the first place, every grain dealer operates in at least four provinces and many of them in five provinces of the Dominion. Experience has taught them that while it is not very difficult for some body of agitators to secure the passage of drastic and often foolish legislation in a province, it is much more difficult for anything of the kind to be done by Dominion enactment and therefore the advantage of Dominion charters.

Business men in the east may think this interior elevator question a purely western one and confined to the grain trade, but once let the government start on the erection and operation of interior elevators and every business man in Canada will find the effect on trade generally. Instead of being a remedy for the present ills of the farmer it will bring about a condition of affairs that will make present troubles look rosy indeed.

Erecting New Elevator.

Fort William is to have another terminal elevator. This will be erected by the Western Elevator Company, of Winnipeg, who have a large line of houses throughout the West. The new house will be located 350 feet north of the present Consolidated Elevator on the banks of the Kamanistikwia River. It will have a capacity of 900,000 bushels and will be of the most modern construction. Work on this elevator will be started immediately.

Winnipeg is starting well in the building line for 1909, which promises to be a very active season. There is much to lend impetus to building this year. Prices of material are fairly reasonable, there is an abundance of lumber on hand, and a heavy cut this winter. The labor situation, although always a doubtful proposition until after May 1, looks rather healthier than it has done for some years. Lastly, the money market is encouraging, for not only can loans be negotiated on good propositions without trouble, but there is apparently a fair prospect of even cheaper money before the building season actually sets in. The architects of Winnipeg already have plans in hand for buildings that will aggregate $2,000,000, all to be erected in 1909. The Canada Permanent Mortgage Company are getting out plans for their splendid office building on Garry St. Several eastern factories are negotiating for sites and the coming of the Great Northern Railway into the city will necessitate the erection of their terminals on the property which they bought up two years ago on Ross Street and in that vicinity. It is quite probable that the station will be erected between the site of the old Princess Opera House, that was dear to the heart of old timers and was destroyed by fire some years ago, and the present city hall. This will bring it right into the business centre of Winnipeg on the west side of Main St. All the present railway terminals are on the east side of that street.

The Winnipeg Stock Yards.

Progress has been made in the matter of the Union Stock Yards to be located in St. Boniface. A trunk sewer was one of the first essentials in laying out the yards and the representatives of the three railway companies interested have filed with the council of the town of St. Boniface assurances of their intention to spend from $300,000 to $400,000 in the laying out and equipping of these yards. F. W. Peters, assistant to the second vice-president of the C.P.R., the chief engineer of the company, and the general superintendent are leaving for the south to make personal and detailed inspection of the stock yards at Chicago, Kansas City, St. Joseph, Omaha and South St. Paul.

The Live Stock Shippers' Association have received the assurance of Mr. Peters that the railway companies concerned are prepared to give to the city of Winnipeg every facility in connection with the construction of a public abbatoir that they would give to any private corporation. The city of Winnipeg will be given land upon the same terms, and will receive the same trackage and operating facilities that will be given to any private corporations.

The subject of a city owned abbatoir and market is quite a live one in Winnipeg at all times.

Hardware Markets.

As compared with last year, January hardware business is estimated by the wholesale houses as being from 25 to 40 per cent. greater. This is a satisfactory condition of affairs and indicates a bright outlook for 1909 business.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base: plain galvanized, wire, 6, 7, and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.50; No. 2 and larger, $4.25, snow-

The Derry Oak

A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

Revillon Brothers, Ltd.

Wholesale Hardware

EDMONTON, ALTA.

G. F. Stephens & Co., Limited

WINNIPEG AND CALGARY

Headquarters for

Polished Plate Glass
Window Glass
Figured Glass
Leaded Art Glass

For anything in Builders' Glass, send in your specifications and let us figure on them. Quotations given either by wire or mail. Years of experience, the finest equipment and ability of the highest order enable us to ship same day as received.

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By J. Angus Macdonald.

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Ask for our Agency Proposition

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

shoes, No. 0 to No. 1, $4.75, No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85, No. 2 and larger, $4.60.

HORSENAILS—MRM, cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg.

PRESSED SPIKES—¼x5 and 6, $4.60; 5-6x5, 6 and 7 $4.25, ⅜x6, 7 and 8, $4.10, 7-16x7 and 9, $4.00, ½ x 8, 9 10 and 12, $3.90, ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10 ; brass, 75c ; round head, iron, 80 ; brass, 70 ; coach, 65c.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55 ; bolt ends, 52½; sleigh shoe, ⅜ and under, 55 ; 7-16 and over, 45 ; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 per cent. copper ; No. 7, 29c; 8, 29½c; 9, 30½c ; 10, 31¾c ; 12, 34c. Copper burrs, No. 7, 39c ; 8, 40c ; 10, 43c ; 12, 46c. Copper rivets and burrs : No. 8, 30½c; 9, 33c per lb.

COIL CHAIN—¼, $7 ; 3-16, $5.50 ; ⅜, $4.90 ; 7-16, $4.70 ; ½, $4.40 ; ⅝, $4.20 ; ¾, $4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15 ; No. 1, $1.90 ; 2, $1.60 ; octagon, extra, $2.30 ; 1, $1.60.

AXES—Bench, 40 and 5 ; broad, 5½ to 7½ ; $21 per dozen ; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.25: Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25 ; Black Diamond, $9.25 ; Standard flint edge, $8.50; Copper King, $8.25 ; Columbian, $9.50 ; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75 ; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½ ; other lines, 75 p.c.

BLOCKS—Steel, 35 ; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75 ; grass, **$1.70.**

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $9.25 ; 7-inch, $10.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned, 70; plain, 75 and 2½ ; pieced, 25 ; japanned ware, 35 ; Famous enamelled ware, 50 ; Imperial, 50 and 10, one coat, 60 ; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5 ; Diamond, 50; Granite, 60 p,c.

GALVANIZED WARE—Pails, 37½ p.c. Other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9 ; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼c; pure manila, 13¼c; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c ; Victoria, plain, 70c ; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c ; Victoria and Jubilee, tarred, 86c ; Triumph and Joliette, tarred, 84c ; Cyclone, tarred, 78c ; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20 ; galvanized, $4.30; 26. $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5 ; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50 ; 12 smokeless, chilled, English, $24 ; Canadian, $23 ; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.25 ; chilled, $6.60 ; buck, $6.95 ; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75, sleigh shoe steel, $2.75; spring steel, $3.25 ; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop. $13.

PIG LEAD—$5.50. Lead pipe. $7.

SHEET ZINC—Casks, $8 ; broken lots, $8.50.

COPPER—Planished copper, 29½c per pound ; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9 ; 1½. $10.75 ; 2, $14.40 ; 2½, $24.40 ; 3, $31.50; 3½, $39.50; 4, $45 ; 4½, $52; 5, $58; 6, $75. Galvanized ; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 55 ; nipples, 70; classified malleable fittings, 25 ; malleable bushings, 50 ; malleable unions, 55 p.c.

GALVANIZED IRON — Apollo, 16-gauge, $4.15; 18 and 20, $4.40 ; 22 and 24, $4.65; 26, $4.65; 28 $4.50; 30-gauge or 10¾-oz., $5.20 ; Queen's Head, 20, $4.60; 24 and 26, $4.90 ; 28. $5.15.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50; ½ box, $6; IXX, full box, $13.50; ½ box. $7.

TERNE PLATES—I.C. plates, $9.

CANADA PLATES—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4 ; 8 inch, $4.25.

LUBRICATING OILS—600 W. cylinders 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c ; Capital cylinder, 59 and 54c ; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c ; Ruddy harvester, 30c ; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c ; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c ; Starlight, 20c ; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

PAINTS AND OILS — White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c: turpentine, bbl. lots, 65c. Linseed oil, raw, 66c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Jan. 29.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25 ; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

HORSENAILS — M.R.M., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85 ; brass, 75 ; round head, bright, 75 and 10 ; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c. ; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55 ; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c ; pure manila. 15c.

BUILDING PAPER—Plain, 62c per roll ; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65 ; 12, smokeless, chilled, English, $25; 10, $29 ; 12, Canadian, $24; 10 Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90 buck, $8.30; 28 ball, $8.70 ; powder, F.F., Hamilton, $5.25 per keg.

FIELD FENCING.

Owing to the increasing demand for ready made fencing the Dominion Wire Manufacturing Co., of Montreal, have installed several looms for the manufacture of field fencing, and have issued this week an advance price sheet is concise form to be followed later by a general field fence catalogue, which will illustrate style of fence, lock, etc.

Their fence will be known as the "Dominion Special," and will be an all-Canadian product, manufactured in their own plant from the heavy rods to the finished fence.

It has been the practice of some fence manufacturers to dispose of their product through agents with allotted districts, but this company intend to give the hardware trade an opportunity to handle this line in conjunction with their other goods, believing it is the proper channel, and enables the trade to cater more extensively to mixed carload business.

The Dominion Wire Company are also increasing their facilities for the manufacture of all-galvanized wire products, including barb wire, coiled spring fencing and field fencing.

A 13-room church high school, to cost $25,000, will be erected at Raymond, Alta.

Vancouver ratepayers have voted $187,000 for school purposes. Several sites will be purchased and two new schools will go up this year.

Port Arthur is to have an entirely new collegiate building erected on the site where the present high school stands. Competitive plans are to be advertised for, so that the work can be commenced just as soon as possible.

Sheet Metal Building Materials

Cornices, Skylights, Ventilators, Finials
Corrugated Iron, straight or curved
Metallic Shingles, Siding, Coiling and Lath
Fireproof Windows, Shutters and Doors
Pressed Zinc Ornaments

WRITE FOR CATALOGUE and QUOTATIONS
RELIABLE GOODS ONLY—NO CHEAP TRASH

The Metallic Roofing Co., Ltd.
Manufacturers
TORONTO WINNIPEG

ROSS BROS.
LIMITED
WHOLESALE HARDWARE

Your customers want

Baling Wire

We have a large stock and solicit your orders.

EDMONTON, ALBERTA

When writing advertisers kindly mention having seen the advertisement in this paper.

Letters from the Sales Manager.

"The S.W. P."

Messrs. Barry & Butler,
Allentown, P. Q.

Gentlemen:-

Under separate cover I am sending you a copy of the last issue of ''The S.W.P.'', a monthly magazine which we publish in the interests of our agents.

''The S.W.P.'' is published expressly to keep the dealer in close touch with our business; to give him talking points on our goods; to help him sell paint and varnish; to give such suggestions as will help him increase the business of his whole store. We try to fill it with matter that is both interesting and valuable.

Your name has been added to ''The S.W.P.'' list, and from now on you will receive a copy of the magazine monthly. I hope you will make it a point to read each issue through carefully, then pass it along to your clerks and assistants and discuss the schemes and features proposed with a view of using them in your business.

Hoping that you will let me hear from you at any time we can be of service to you, I remain

Yours very truly,
C. C. BALLANTYNE.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: Toronto, Ont., and Winnipeg, Man.
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"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William. Ontario.

GLASS OF EVERY DESCRIPTION

And for every purpose—large and well equipped ART GLASS PLANT.

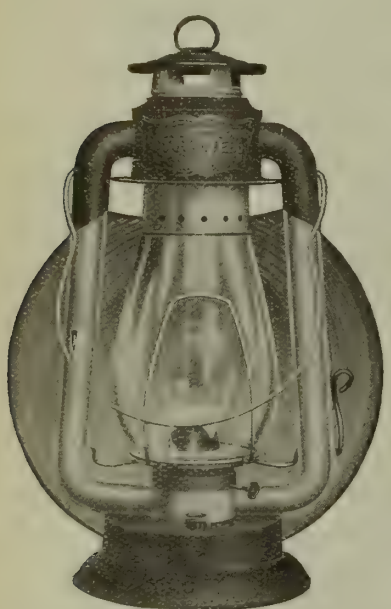
GLAZIER'S SUPPLIES—Diamond Point Drivers, Points, etc.

THE
Winnipeg Paint & Glass Co., Ltd.
CALGARY - WINNIPEG

Novelties for the Hardwareman

THE LATEST IN LANTERNS

In nearly all types of lanterns more or less difficulty is experienced in putting out the light. The globe has to be raised or the light turned low and the lantern jerked up and down several times before the light is extinguished. But in the new X Ray Searchlight Lantern, manufactured by the Kemp Mfg. Co., Toronto, this bother is obviated, the lantern being fitted with a new extinguishing device. A sharp, quick blow of the breath through a small hole in the tube on one side of the lamp does the trick. This blow-out hole is shown in the accompanying illustration. The hole in no way affects the steadiness of the light given by the lantern, even in the most severe wind, as has been proved by actual tests. Another feature of this lantern is the reflector, and the makers guarantee the lantern to give as much light as any searchlight on the market at sixty per cent. greater distance away. The lantern is japanned in red, with a brass lacquered bowl. It has a spring attached to the back so that it can be used in the same way as the ordinary dash lantern, and an attachment for hanging up on a nail. The lantern is a cold blast one of standard

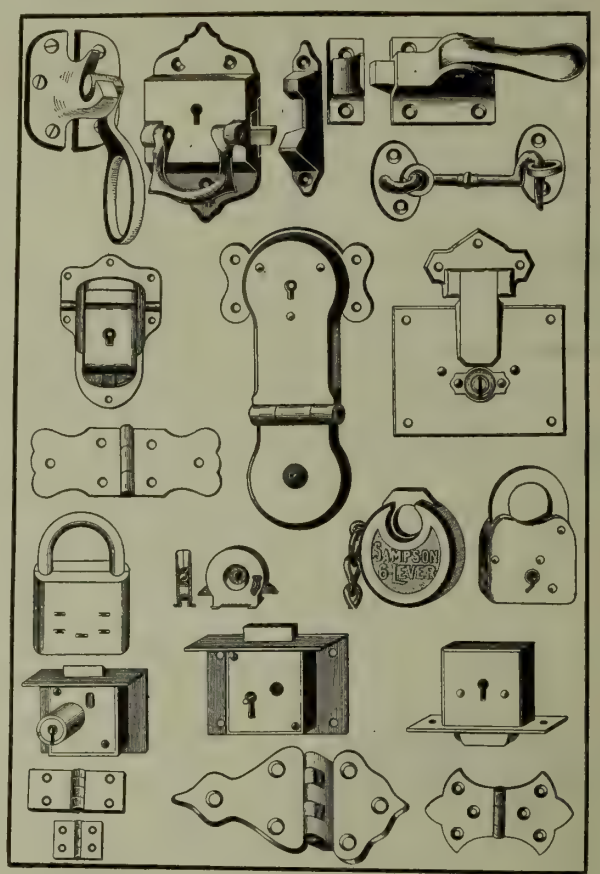


X-Ray Searchlight Lantern.

size and the fount holds sufficient oil to burn nineteen hours. It can be filled, lighted, regulated and extinguished without removing the globe, and a side lift attachment makes the removal of the parts an easy matter.

CANADIAN MADE PAD LOCKS.

Canada is becoming more and more independent of other countries in hardware, each year seeing the addition of new factories supplying lines which have had to be imported. One of the latest of hardware articles to be produced in this country is padlocks, this line being taken up by Brass and Steel Goods, Limited, Belleville, who have erected at Belleville a model factory building equipped with modern machinery. H. C. Hunt, the managing director, is well know amongst Canadian jobbers owing to his connection with the Belleville Hardware Company for the past six years. Besides padlocks the line of goods manufactured from cast, stamped and wrought brass and steel, include locks and hinges for trunks, cabinets, refrigerators, show cases, store fixtures, bath room, hose and yacht fixtures, and also brass and aluminum castings. These goods were not made to any appreciable extent in Canada before the organization of this company, fully 90 per cent. of them being imported from the United States. The accompanying illustration shows a variety and gives some idea of the lines made, but there are about 50 distinct articles of refrigerator hardware; 45 different styles and sizes of trunk locks and hinges ; about 15 varieties of padlocks, and a great many styles of cabinet locks now made by this young and energetic concern for the Canadian market. An illustrated catalogue issued by Brass and Steel Goods describes in detail some of the product.



Some Lines Made by Brass & Steel Goods, Limited, Belleville.

GENERAL BUILDING NOTES.

O. L. Robinson will put up an $6,000 residence at Winnipeg.

R. P. Powell will erect a block of dwellings at Toronto, to cost $20,000.

The Montreal M.A.A.A. contemplate the erection of a new clubhouse this season.

Winnipeg architects have plans in hand calling for the spending of $2,000,000 on buildings there this year.

The Imperial Bank of Canada will put up a substantial building at Cranbrook, B.C., in the spring.

At a meeting of the Hamilton Y.W.C.A. directors it was practically decided to erect a new $33,000 building. The board has $33,428 on hand.

Herbert E. Gates, Halifax, is preparing plans for a large brick and stone addition to the building of the Ladies of the Sacred Heart.

It is stated that a four storey hotel building, electric lighted, steam heated and with a private waterworks and sewerage system, will be constructed at Elk City, Ont., immediately.

The C.P.R. estimates provide for the erection of a large addition to the C. P.R. depot in Vancouver, B.C. The plans call for an addition practically as large as the present building.

Offices for the Great West Life Assurance Co., the Canada Permanent Co., the Eastern Townships Bank; two hotels and several factories, are new buildings proposed for Winnipeg this spring.

Last week's building permits in Toronto totalled $60,000.

"SANDERSON'S" TOOL STEEL

"Always Reliable"

MACHINERY STEEL

Smooth and Iron Finish

A. C. LESLIE & CO., LIMITED

MONTREAL

Why Have Bad Debts?

No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year, now, and all our clients are still sending us business.

They are Satisfied
You'll be, Too!

The Beardwood Agency

313 New York Life Building - MONTREAL

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

Different from every other revolver, and infinitely superior to near-safe imitations, because the feature that makes it possible to

Hammer the Hammer

in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver *never* touches the firing pin, and the firing pin *never* touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

ACCIDENTAL DISCHARGE IMPOSSIBLE

Hammer the Hammer — Accidental Discharge Impossible

ADVERTISED in all the leading Magazines and Sportsmens' periodicals. Our advertising creates the demand. But we never sell direct where the dealer can supply.

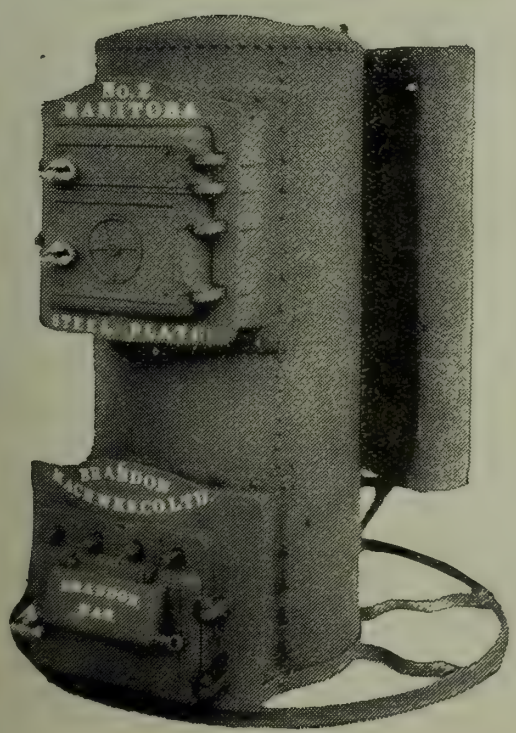
These are not premium goods. The owl's head on the grip and our name on the barrel guarantee them.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River Street, Fitchburg, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles



This Furnace was made specially for the West

Western people have been looking for a furnace that will burn economically and satisfactorily Souris coal and other grades mined in the West.

The Manitoba Steel Plate Furnace

will burn this coal and thereby save the consumer 25 to 40 per cent. on his fuel. Don't take our word for it. Ask us and we will be pleased to show you how and why.

We want a hardware man as agent in every western town

The Brandon Machine Works Co., Limited

Brandon, Manitoba

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Development.

J. C. Felger will erect a $35,000 bushel elevator at Calgary.

The Carnegie Milling Co. are erecting a saw mill at Port Perry.

The Seeley M'fg. Company will erect a $15,000 factory at Windsor.

T. R. Brigham, Vancouver, will erect a large saw mill at Port Essington, B.C.

The McMaster Lumber Co., Kemptville, Ont., will erect a large saw mill at Hull.

The Empress Mfg. Co. will erect a $20,000 addition to its plant at Vancouver.

The International Harvester Co. will erect a $40,000 four-storey warehouse at Calgary.

Work has commenced on the construction of the new C.P.R. sheds at Vancouver.

The Scotia Fire Brick Co. will establish a plant for making fire brick at Sydney, C.B.

A number of big lumber mills will be built on Fraser River, B.C., during the next three years.

During 1907, 321 mining companies capitalized at $319,876,000, were incorporated in Ontario.

The North American Bent Chair Co. are making extensive additions to their buildings at Owen Sound.

The C.P.R., C.N.R. and G.T.P. will expend $395,000 this year on the new stock yards at St. Boniface.

The McGillivray Creek Coal and Coke Co. will instal a $200,000 plant on its property at Coleman. Alta.

The Grand Trunk Railway are stated to be preparing plans for the erection of several concrete elevators along their system.

The Alberta Clay Products Co. will erect a factory for the manufacture of sewer pipe at Medicine Hat almost immediately.

The mines at Cobalt are again showing signs of activity. A great deal of machinery is being installed in many of the mines.

The Maritime Mfg. Co., whose premises were destroyed a year ago at Pugwash, N.S., will begin operations again at Halifax.

It is reported that the T. & N. O. Railway Commission has decided to erect a car repair shop and a pipe-casting shed at North Bay.

The Stave Lake Power company will this year spend between $500,000 and $600,000 in construction on their works on the Stave river near Vancouver.

The Victoriaville Furniture Company have had to run overtime three days per week to keep up with orders. They have just added a two-storey wing, and are installing additional machinery.

Rossland mines during 1908 produced 304,334 tons of ore. Estimating this at $12 a ton the output was worth $3,652,008. To date these mines have produced $43,951,430 worth of ore.

A factory for the manufacture of Stirling Boiler Injectors for marine, locomotive and stationary boiler purposes, the invention of W. H. Stirling, St. John, may be started at that place.

The Fernie Lumber Company's new mill to replace the one destroyed in the recent conflagration, is now in operation, and is cutting and shipping lumber. The entire plant is not yet completed, but it will have a capacity of between 50,000 and 60,000 feet per day.

A report is current in Owen Sound that W. P. Telford, is endeavoring to interest a large American ship-building concern in a project for the erection of a modern dock there. The undertaking would include the erection of a large shipbuilding plant. The total cost has been estimated at $500,000.

Delahey Bros., Pembroke, Ont., proprietors of the National Manufacturing Company, which was recently burned out, have taken over the plant of the Cossitt Company, makers of agricultural implements, Brockville, and will make large extensions to the factory.

The Tudhope-McIntyre Company, a combination of the Tudhope Carriage Company, Orillia, and W. H. McIntyre, president of the W. H. Kiblinger Company, Auburn, Ind., who make a specialty of high-wheel motor carriages will manufacture this line of goods extensively in Orillia during the coming season.

The Silliker Car Works, Halifax, N. S., held their second general meeting recently, and the statement showed net earnings of $13,800. This was considered quite satisfactory in view of the general depression, and of the fact that the works have only been recently started.

The Western Elevator Company, represented by Mr. Read, late President of the Consolidated Elevator Company, has asked Fort William for exemption from taxation for a period of ten years on an elevator they intend to construct there early this year. The request was granted, and a by-law will be submitted to the ratepayers.

The Sanderson-Harold Company of Paris, Ont., have a number of hands employed in the Plow Company works getting things in shape for the re-starting of the works. The office staff have taken up their quarters in the market building, which is also undergoing slight renovations to suit the needs of the various departments of the company.

Municipal Undertakings.

Winnipeg will start work at once upon the construction of a $65,000 sewer.

Victoria has secured $1,200,000 with which to instal a new water system.

J. H. Taylor, City Clerk, states that a vote on the question of constructing water works will soon be taken at Weston, Ont.

Plans will be prepared by City Engineer Ruttan for the construction at Winnipeg of a trunk sewer for the district west of the Red river.

The tender of Bissett & Louchs for the supply of 543 tons of water pipe at $38.59½ a ton has been accepted by the Winnipeg Board of Control.

Work is to be commenced at once on a system of waterworks at Clinton, Ont. An engineer will shortly be appointed and contracts awarded.

Tenders will probably be received about April 1 for the proposed septic tanks for city sewage at St. Thomas, for which the citizens on Jan. 4 voted to issue $40,000 bonds.

Tenders for the supply of brass work, galvanized iron pipe and lead pipe, required by Vancouver for the year 1909, will be received until February 10, by W. McQueen, City Clerk.

Toronto City Engineer has recommened extensions of water mains on Colma Ave., Dupont Street and Lucas Street and Binscarth Road, and has recommended that a sewer be laid on Grace Street, from 1,870 feet north of College to 400 feet south of Bloor, at a cost of $1,900.

One of the schemes that the Toronto Board of Control will consider the early part of this year is the construction of a system of overflow sewers for the city, and City Engineer Rust has been instructed by the controllers to prepare a report. It is estimated that the cost of the work will be in the neighborhood of three-quarters of a million dollars.

Tenders addressed to Joseph Oliver, Chairman, Board of Control, Toronto, will be received until February 2 for the construction of section No. 3 of the high level intercepting sewer, tenders to be alternative for brick and concrete. The work required is as follows:—1,972 lineal feet of 7 foot 6 inch circular sewer; 2,419 lineal feet of 7 ft. 9 in. circular sewer; 1,556 lineal feet of 8 ft. circular sewer; 439 lineal feet of 8 foot 6 inch circular sewer; together with manholes, connections, etc.

News of the Paint Trade

HOW TO TEST A MIXED PAINT.

In reply to the question, "How would you test a ready mixed paint in order to ascertain its durability, its power to resist weather and wear and tear, and its general suitability for any particular class of work? the London Decorators' and Painters' Magazine replies as follows :

The question does not state the class or kind of ready-made paint. All enamels, flat enamels and water paints come under this general description, as well as all made greens, browns, blacks and blues that are sold ground ready for thinning out. The only exceptions would be white lead and other simple and unmixed pigments, such as umber, ochre, etc.

But assuming that the popular ready-mixed paint is in question and that we know nothing of its composition or history, I should proceed as follows :

Open and thoroughly stir the paint, and paint two pieces of glass, say eight inches by six inches, half way over with the paint, giving a full ordinary coat and standing each in a vertical position, one outside and one inside. On observing it against the light I should know whether its covering power was good or bad. On looking at its surface half an hour after painting I should be able to judge of its fineness or freedom from grit. On noting whether it ran down the glass, showed signs of separation from the oil or shifted its position, I should be able to judge of the quality of the oil used and of its suitability as a paint oil.

I should next look at it with a strong magnifying glass and see whether the magnified paint looked homogeneous or well and intimately mixed. If it did not, I should know that it would not be a stable or lasting paint, as the molecules would undergo change and movement leading to cracking or crinkling.

I should next note the time it took to dry, and the character of the skin formed, noting whether it dried from the bottom or skinned over at the top only, and testing the skin to see how leathery and tough it was.

From these various indications I could assess its general value and suitability for any given purpose, as I should compare its behavior with what I should expect in a well-made sample of white lead paint under similar conditions. There would be no need for a practical painter to put it to any long test of time or to analyse it.

Better Varnish

THERE is no good reason why your store should not do the biggest varnish business in town. It will come to you of itself if you stock the varnish that perfectly satisfies people who know varnish. Those people don't take long to find out the quality there is in every brushful of

Elastilite Varnish

The varnish that makes good, indoors or out. Comes in tins only—half-pint to gallon sizes. Made solely by

The Imperial Varnish & Color Co., Ltd.

TORONTO, CANADA

Carried in full stock at Vancouver : Imperial Varnish & Color Co., Ltd ,542 Beatty St. Winnipeg : Mason & Hickey, 108 Princess St.

HORSE NAILS

That "M.R.M." Horse Nails are giving satisfaction is proved by the fact that our sales last year were double those of the previous one.

The best farriers of the country recognize that "M.R.M." brand Nail fully meets the demands made upon it, as far as quality is concerned, and can be bought at a reasonable price.

A stock of these Nails is essential in the up-to-date Hardware Store.

The Montreal Rolling Mills Co.

Paint and Oil Markets

MONTREAL.

Montreal, Jan. 29.—Very satisfactory trade is being done in varnishes, colors, and paints generally. Liberal spring orders have been secured, and are piling up waiting later shipment. To relieve the probable congestion manufacturers are pleased to get specifications calling for immediate delivery. Prices are unchanged, and there is a good deal of strength to the markets caused by the satisfactory trade, and the promise of a fine spring movement.

TURPENTINE—Supplies are coming forward with regularity, and the market is firm and unchanged. Inquiries continue of an encouraging nature. We continue to quote 58c for single barrels.

LINSEED OIL—While it cannot be said that complete harmony reigns with the trade in connection with the prices of linseed oil, quotations issued seem to be pretty universally adhered to. The demand is on the light side with a tendency to improve. We quote: Raw, 1 to 4 barrels, 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9 barrels, 61c.

GROUND WHITE LEAD—There seems to be less anxiety to push sales in view of the fact that orders are coming in very satisfactorily. The accumulation of stocks has ceased and the market is stronger in consequence. We quote:—Strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—This article seems to have fallen into a rut, and the demand continues sluggish. There is no change in prices and we quote: Genuine red lead, in casks, $4.50; in 100-lb. kegs, $5, in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

COLORS—Ready mixed paints seem to form the bulk of paint shipments. Small tins of fancy household enamels and other domestic lines are in good demand.

PARIS GREEN—Manufacturers are busy shipping, and it is thought that the market in many localities is very bare. Prices are well maintained, and we quote: 1-lb packets, 100 lbs. in case, 21c 1-lb packets, 50 lbs. in case, 21½c; ½-lb. packets, 100 lbs. in case, 23c; 1-lb. tins, 100 lbs. in case, 22c.

WHITE ZINC—This line is very quiet, and without feature. We quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c, No. 1, 7c; No. 2, 5¾c.

PUTTY—Putty is quieter than usual. While a fair number of orders are being received they are extremely light. We quote: Standard putty, 880-lb. casks, $1.65; in 100-lb drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25, f.o.b. Montreal.

TORONTO.

Practically no change has come over the market during the past week. Prices are at the same figures and orders are for about the same quantities, though inquiries are more numerous than was the case a week ago. The feeling of better times near at hand is more prevalent and jobbers, painters and hardwaremen speak very hopefully. It is usual to revise price lists somewhat at the beginning of each year and this has been done this season. There are no radical changes, however. Chemicals are slightly lower compared with a year ago, litharge and sugar of lead being easier. Whiting is ten cents dearer than this time last year; plaster of Paris is up five cents, and pine tar is down ten cents a dozen. Rosins, too, have advanced.

LINSEED OIL—There is no change in the price of oil at the present time, although flaxseed in the United States is up to a higher price than has been for some years past and if the Canadian crushers had to procure new seed now they would have to make a higher price for their oil. Quotations are: 1 to 4 barrels, 59c for raw, and 62c for boiled; and 5 to 9 barrels, 58c to 61c.

TURPENTINE—As regards turpentine there has been a stiffening of price in the Southern States, but no further advance has taken place locally. Quotations are still at the figures of a week ago: Single barrels, 60c; 2 to 4 barrels, 59c; and 5-gal. lots, 65c.

GROUND WHITE LEAD—No, 1 is at $5.40 to $5.65, pure white from $5.80 to $6, and a superior line is at $6.25. Genuine red lead is at $4.50 in casks and $4.75 to $4.80 in 100 lbs. Orders are fair.

STAINS AND VARNISHES — The market for common rosins has advanced about 25 cents per barrel recently, which must affect common varnish to some extent. Whether this will affect trading for present needs remains to be seen. As yet no advance has taken place locally.

PARIS GREEN—Still steady is this line. Prices are firm and at the same figures as last week. Barrels of 600 lbs. are at 19½c.

GLASS AND PUTTY — Continued firmness is noted in these lines and prices remain unchanged.

PETROLEUM—Prime white, 13½c; water white, 15½c; Pratt's astral, 17½c; are still the quotations with good business being done.

PAINT A NECESSITY.

In pushing paint sales there is one fact which dealers should always impress upon customers, and that is that painting is a necessity and not a luxury. Not only is this true as regards the exterior of a house, but the interior as well. The merchant should go further than the question of appearance. He should dilate upon the economic and hygienic side of painting. To the property owner the strongest selling point can be made of the fact that a well painted house is protected against deterioration.

The salesman should point out that it is not economy but extravagance to put off painting even for a year. The damage done by the weather upon the woodwork not only spoils the surface, but so weakens the material that it is less able to bear the internal stresses of the structure. The damage done by the procrastination is much more than the entire cost of the painting. Thus

You can shake hands with your customers, look them in the eyes, and talk to them face to face about

"English" Liquid Paint

There is nothing secret, mysterious, or unknown about it—nothing you have to hide—nothing you have "to talk-around," nothing you yourself do not know.

You can tell your customers frankly and honestly all about the paint.

You can tell them what is in the paint, showing them the guarantee formula on the can.

You are sure you are giving your customers the highest grade of paint—pure paint — satisfaction and economy, when you give them

"English" Liquid Paint

And it is profitable—very profitable to handle.

Write us to-day for prices and selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal **Halifax**
St. John **Winnipeg**

Moore's House Colors

Represent the Highest Development Arrived at in Modern Paint Making

To the Consumer

Their use means greater economy of labor and material, better protective value, and higher class results throughout than can be obtained with any other paint.

To the Dealer

The sale of MOORE'S HOUSE COLORS Means a Live, Growing, Profitable Trade, Such as Follows the Handling of all Articles of Genuine Merit.

Write us now for sample cards and exclusive agency proposition.

Benjamin Moore & Company, Limited

Paint, Color, Varnish and Muresco Makers.

FACTORIES:

West Toronto, Canada. New York. Chicago. Cleveland.

Let Us Set Him To Thinking.

All that some people need to influence them to action is something to make them think. Lots of people could be secured as your customers if they were reminded in a tactful way that their premises could be improved by the application of the painter's brush.

Have you ever taken notice, Mr. Dealer, of how many buildings in your territory really need painting and the owners of these places seem to be utterly oblivious of the fact? We have a plan for arousing interest on this subject in the minds of the people who would make good customers.

This plan of co-operation has proved a success with Martin-Senour paint dealers, and we would like to co-operate with you in the same way for the advancement of your paint trade. We'll do it if you will get in touch with us. What do you say? Send us your name and address on a postal and let us talk it over.

The MARTIN-SENOUR CO., LTD.

Pioneers of Pure Paint

MONTREAL **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd. Halifax, N. S.

the value of the house is depreciated in the eyes of a prospective buyer, and the owner is ruining what was probably a good investment. By preserving the exterior from the wear and tear of the elements the house is given an insurance policy that is worth more than a fire one.

Then comes the question of interior painting. Impress upon customers that painting is essential for sanitary reasons. Paint is a disinfectant, and therefore cannot be too freely applied. A continual freshness that is extremely healthy is imparted to kitchens and cellars, cupboards and other dark places by paint. There is little chance for germs to lurk in corners where the paint brush has been applied frequently and with vigor. The paint tin should be in frequent use in every household, not only at every spring and fall, but at all times. The paint pot is a home necessity and a preventative against doctor's bills.

PAINT SALESMANSHIP.

It is a debatable point whether a merchant pays sufficient attention to the paint salesmanship of his clerks. He may himself be thoroughly posted in the various selling points of his lines, and fully conversant with the best methods of attracting the interests of a customer, but does he make certain that his clerks are as well informed.

The merchant knows that paint is not like the staple articles of hardware such as nails, screws, etc., that require no selling arguments. A consumer has no uncertainty in buying nails. He knows the ones he wants, and gets them. With paint he is very often perplexed. He is uncertain as to the color that would suit his purpose best; he may be doubtful as to whether the paint before him is really the best that can be procured. He wants the strong arguments of a well-informed salesman to convince him. Has the clerk been instructed in those points? If not, the merchant should lose no time in seeing that the omission is rectified.

Paint selling to be most successful requires a familiarity with the product, its composition and method of manufacture, and also a knowledge of the best color to suit any peculiar circumstances that may attend the painting. a knowledge of the best brush to use, and sound advice on applying the paint to its best advantage are all selling points that the merchant should see were thoroughly instilled into his clerks. His time cannot be more profitably spent than in educating his staff in paint salesmanship. A convincing argument clinches a sale where the absence of one would lose it.

Most consumers are far from being paint experts. They see a house, barn, or railing looking pretty in a fresh coat of paint, but while they want their own property to look equally well, they are not quite certain that a similar color would suit their case. If a clerk is well informed on the color points of his paints, he can help the customer over a difficulty, and effect a sale.

Another strong point is to see that the clerk is perfectly familiar with the different brands and specialties carried in stock and also write the price of each article. It is annoying to a customer to have to wait while the clerk is running round the store trying to find someone who will tell him if an article is in stock, and what the price of it may be. This lack of knowledge is apt to destroy the confidence of the customer in the store, and possibly in the article itself. By attending to the points of paint salesmanship, the merchant does not only increase business, but better satisfied customers, which in itself means more business. A merchant cannot employ his time, valuable as it may be, in a better way than by instructing his clerks on the various selling points which we have here enumerated.

GOOD MIXED PAINT TALKS.

The paint department does not get a fair show where the merchant waits for people to come in and ask for paints.

Talk paints to the people, all of them.

Suggest paints through the newspaper ad. in the window display, in the way the stock is kept, in talks to the customers, and in talks to people anywhere.

A wagon pulls up to the store and you see it needs painting. How much paint would be required to put it into good shape. What will be the cost? How much will that expenditure add to the life of the wagon as well as to its looks?

That kind of talk interests the farmer.

You know that a certain farmer or may be a town resident is doing some repairing and may want paint. A circular mailed to him at the right time may make a sale.

Houses that need painting. How many are there and who owns them? Another place for advertising matter.

Paint, good paint, the kind you ought to sell, the kind advertised in this paper is the best investment the property owner can make. It saves expensive repairs in other directions. That should be the talk in your advertising. And by the way use the circular letter occasionally. A mimeograph is a handy thing in a store and a mimeograph letter that talks right usually makes an impression.

Have you a "prospect" book containing the names of people who will be in the market for paints at some future time?

Reference to such a list helps. It makes sales possible where otherwise there might be nothing doing.

Something Unique! Entirely New!!

Carpets and other microbe generators are being thrown out!!!

There is a call for a first - class anti - germ article such as the

Amberite Floor Enamel

The Canada Paint Company's Amberite Floor Enamel will give a smart porcelain-like finish to Floors, Halls, Porches and Borders of Rooms.

The Amberite Floor Enamel is the ideal Enamel for a Bedroom. Directions upon each tin.

See our Travellers—

Write for Booklet—

To ensure early spring shipment order prompt. Sole makers.

THE CANADA PAINT COMPANY LT'D

HERE IS YOUR PROFIT

You cannot get it in any old can you choose to buy. You cannot get it if you continue to load your shelves with a lot of mixed goods and dirty cans. Your profit follows up-to-date methods—up-to-date paint. Why don't you face the proposition now? Get a profitable line of paints—paints with a reputation and sold at just the right price.

Here is what we offer you,

It has stood out foremost in the paint business for over sixty years. Its name is a guarantee of quality wherever it goes. Do you want a paint agency that pays? It costs you nothing to find out. Shall we send our traveller?

Prices right.

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 The Paint Makers

This Seems Reasonable

A man comes in for a can of paint. He says he wants good paint, of course; all the same he hates to feel that he's paying too high a price. At this point you can make that man a pleased, permanent customer by selling him

New Era Paint

simply because it will give him every satisfaction at only a moderate cost. The results will please him; he will find the paint true in color, far spreading and lasting in quality.

WRITE US FOR PRICES

Standard Paint and Varnish Works Co.

Limited

Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.

Successors to

McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL

GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

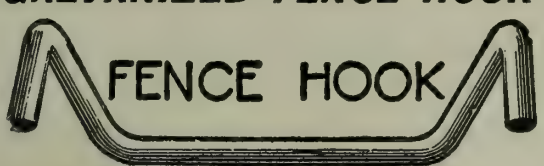
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

LACQUERET

Gives New Life to Old and Worn Woodwork

WHAT IT IS

Lacqueret is a translucent lacquer made with soluble permanent colors combined with a lustrous, elastic, hard-drying liquid. It possesses individual and exquisite color richness, wears well, is easily applied and, being non-porous, is thoroughly sanitary.

WHAT IT DOES

It is designed for beautifying and preserving old furniture, marred and soiled woodwork, dingy and dirt stained floors. It restores old and worn wood surfaces to their pristine tone and tint and thoroughly obliterates the frays and sears of usage and abuse.

Write for the details of Special Selling Plan.

INTERNATIONAL VARNISH COMPANY, LIMITED
TORONTO - - CANADA

Manufacturers of

Lacqueret, Elastica, Gutta Percha and Flattine Floor Finishes and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

CANADIAN SILVER WHITE ENAMEL

For Interior Decoration

is superior to any other White Enamel made in Canada and no imported Enamel of equal quality can be offered at as low a price.

Your customers, whether **Professional Decorators, Manufacturers or Householders,** will find it just what they want for decorating large surfaces or small articles.

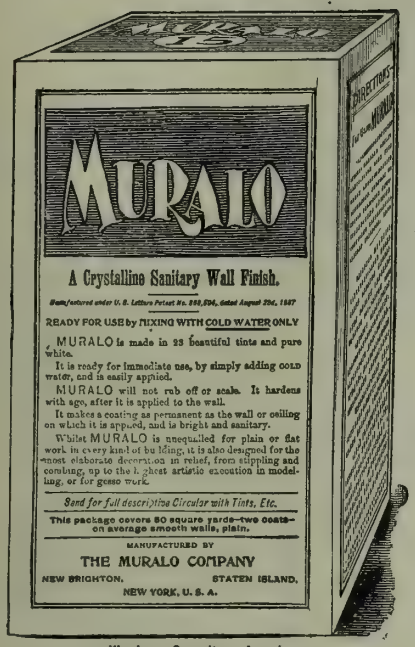
It works freely under the brush, dries with a brilliant gloss and it will **never turn yellow.**

To prepare the surface for the Enamel, use ISLAND CITY White Primer. Ideal for the purpose owing to its exceeding whiteness, its great "body" or covering capacity and its surpassing fineness.

MANUFACTURED BY

P. D. DODS & COMPANY, LIMITED
264 St. Patrick St., MONTREAL

MURALO



Western Canadian Agents
ASHDOWN HARDWARE COMPANY
Winnipeg, Manitoba

SANITARY WALL COATING

Muralo is the pioneer of Sanitary wall coatings —and for 15 years has enjoyed the largest sale, chiefly because it will, under any circumstances, give superior results. Muralo is made in 28 beautiful tints and has remarkable covering power, spreading qualities and artistic finish.

SHOULD BE HANDLED BY ALL HARDWARE AND SUPPLY STORES

SOLE MANUFACTURERS

THE MURALO CO.

NEW YORK

The Largest Manufacturers of Water Paints in the World.

Canadian Agents:
A. RAMSAY & SON CO.
MONTREAL

How to Mix Paints

BY C. GODFREY

¶ This book is a simple treatise prepared for the wants of the Practical Painter, showing him not only how to mix paints, but also HOW TO MATCH A GIVEN COLOR.

The contents include:—

Mixing and Straining Paints, Brushes, Tints and Shades, Displaying Colors, Color and Harmony.

In addition, a chapter is devoted to each color.

If YOU WANT THIS INFORMATION, please send

50 cents

—— to ——

The MacLean Publishing Co.
Technical Book Department
10 Front St. E.——————TORONTO

STUNG AGAIN

BOUGHT A WHITING AND GLUE WALL FINISH WHEN WARNED IT WOULD BE A STICKER

"Sticking" on the shelves of a good many hardware stores is to be found the ordinary whiting-and-glue wall coating disguised in packages bearing a fancy name. Your customers don't want this "old time" covering. You only waste your efforts in trying to sell it in place of "Alabastine"—the gypsum-rock cement finish that has made Kalsomine a back number. Don't get stung again. Buy Alabastine—more used in Canada than all other wall coatings, combined. Write for samples and color cards.

ALABASTINE CO., LIMITED
PARIS, CANADA

Our Advertising Aids the Dealers

Our advertising in the leading agricultural publications is done to post the people on the good points of Brantford Roofing. Also to discover those who will shortly require roofing for houses, barns, etc. The inquiries we receive for samples and booklets are turned over to the dealer so that he can secure the orders. We will, on request, assist you to prepare special advertising to meet your local conditions. Hangers, circulars, booklets, etc., will be given you for distribution among likely roofing customers. If our advertising plan appeals to you, write us for further particulars.

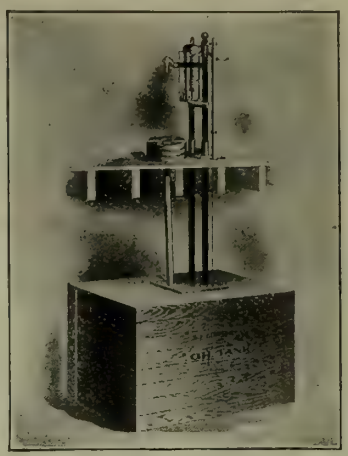
Brantford Roofing Co., Limited

BRANTFORD, - CANADA

SELLING AGENTS:

Montreal Branch - - -	327 St. James Street, Montreal, Que.
General Supply Co. of Canada, Limited	219-221 Bank Street, Ottawa 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co. - - - - - - - -	Sherbrooke, Que.
Fleck Bros., Limited - - - - - - - - -	Vancouver, B.C.
Imperial Export Co. - - - - - - - - -	Toronto, Ont.

Saves Money at Every Point



Cut 1
Cellar Outfit

The Bowser Self-Measuring Oil Tank prevents the loss or waste of a single drop of oil — and oil is money.

The Bowser enables you to wait on customers in one-tenth the usual time —and time is money.

The Bowser eliminates almost all the labor usually required to care for the oil —and labor is money.

When you realize that you are now actually losing the money which the Bowser would save for you, can you afford to be without one?
Write us for catalog 5444. It is free.

S. F. Bowser & Co., Limited

66-68 Fraser Avenue - TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer.

The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

St. Catharines

Ontario

W&B
TRADE MARK

W & B CO
TRADE MARK

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

GILBERTSON'S COMET

Gilbertson's Sheets
and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Ltd., PONTARDAWE, South Wales

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

---

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

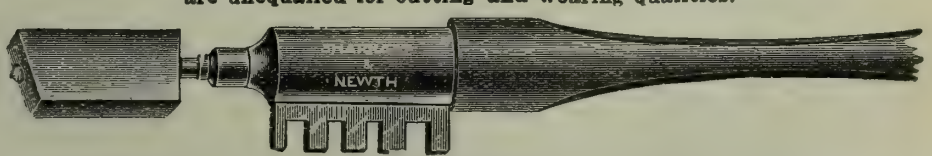
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

SAY, MR. HARDWAREMAN,

Are you prepared to meet all emergency calls for roofing material ?
You can make no mistake in carrying

Black Diamond Tarred Felt—Joliette Cyclone Sheathing—Genasco Ready Roofing

Might as well "Do It Now," as our prices are right.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

January 30, 1909

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb...	0 09½
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch.........	2 50	2 50
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 60
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 26
" seamless base	0 26

Copper tubing, 4 cents extra.

COPPER. Per 100 lb

Casting ingot...........	15 25	15 25
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz......		21 00
Plain, 16 oz,, 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base...............		30 00
Braziers' (in sheets). 4x8 base...		0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 50
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60
Galvanized—	**Dom.Crown.**	**Ordinary.**
18x24x52	4 45	4 35
60.................	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ..	3 70	3 50	3 65	....
22-24 ..	3 95	3 75	3 75	4 05
26........	4 20	4 00	4 15	4 30
28........	4 45	4 25	4 35	4 55

Less than case lots 25c. extra

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 50

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		18 75
Middlesboro, No. 3 pig iron..	19 50	21 00
Summerlee, No. 2 " ..	20 50	21 50
Carron No. 1	22 50	....
Carron ,special......	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor, charcoal iron........	32 00	32 50
Ferro Nickel pig iron (Soo) ...	....	25 00
Angles..............	2 60	2 50
Common bar, per 100 lb......	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 25
Mild steel..........	1 90	....
Sleigh shoe steel............	1 90	2 05
Iron finish machinery steel (domestic)	2 00	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 05
Sheet cast steel......	0 15	0 15
Toe calk steel...............	2 40	2 75
Mining cast steel....	0 07½	0 08
High speed	0 60	0 60
Capital tool steel...........	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel.............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 00 31 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C,14 x 20 base	....	$6 00
IX, 14x20 "	....	6 50
IXX, 14x20 base	....	7 50
Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

'Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..........	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 6 75
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 70	3 80
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 0)
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 50	5 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 12¾
Light copper bottoms	0 10	0 11
Heavy red brass....	0 10	0 11½
" yellow brass	0 08½	0 09
Light brass................	0 06½	0 06¾
Tea lead..................	0 02½	0 02½
Heavy lead................	0 02½	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No.1	13 50	14 00
Stove plate................	11 00	12 00
Malleable and steel	9 00	8 00
Old rubbers....	0 07½	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 70 p.c.
Standard Compression work, 65 and 5 p.c.
High grade compression work, 60 p c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 75 and 10 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M T. Glo'e, Angle and Check Valves, 55; Standard, 65 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " " ...... "	1 50
No 7 Fuller " " .... "	2 00
No. 4½, " .... "	2 00
Patent Compression Cushion, basin cock, hot and cold, each...........	$1.25
Patent Compression Cushion, bath cock, No. 2208, each.................	2 20

Square head brass cocks, 55 ; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4¾c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch........	2 03	¼ inch........	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 56	¾ "	4 71
1 "	5 11	1 "	6 76
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 9
4 "	33 48	4 "	44 28

Malleable Fittings — Canadian discount 40 per cent.; American discount 25 per cent.
Cast Iron Fittings 70; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60 ; nipples, 70 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb...... 4 50 4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping........................	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05½
" flaked.....................	0 05½
Green copperas (green vitrol)........	0 01
Sugar of lead..........................	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons..........	0 04½

BLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels............................	0 20½
25-lb. drums.................	0 21½

PIGMENTS.

Orange mineral, casks........	[illegible]
" " 100-lb. kegs	0 [illegible]

Retails at $2.00

"PYRAMID" RAZOR

Always Reliable **Sheffield Manufacture**

From all the Leading Jobbers in the Dominion

PREPARED PAINTS.

Barn (in bbls.) 1 gal. tins	0 70	0 90
" 5 gal. tins	0 65	0 85
Sherwin-Williams paints,		1 60
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Pure.	Ordinary.
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 60
Linseed Oil, " raw	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
" Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 50

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic coaching		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps Brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure aspnaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize" Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50
Flattine floor finish, per gal		3 00
Elastica exterior finish, 1 gal. can		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2.25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Canadian door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, per barrel	1 70 1 75
Belgium	1 60 1 90
White Bros. English	2 00 2 05
" Lafarge " cement in wood	3 40
" Iron Clad " cotton	2 10
Iron Clad " paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	25 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Canadian, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	1 75
Coil, 9 to 11 in. "	0 95 1 65
English "	2 00 4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.75; No. 120, $16 10.
Screen door sets, No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192. $19.55.
Chicago Spring Butts and Blanks. 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50 1 10
Clothes line, No. 61 "	0 00 0 70
Harness, crescent, 10 inch, doz	2 25
" No. 141, 10x12, doz	1 00
Hat & coat, crescent, plated, dz.	0 75
Chandelier per doz.	0 50 1 00
Wrought hooks and staples—	
¼ x 5 per gross	2 65
5-16 x 5 "	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Crescent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50 2 50
Bronze, Berlin per doz.	2 75 3 25
Bronze, Genuine "	6 00 9 00
Shutter, porcelain, P. & L. screw per gross	1 30 2 00
White door knobs per doz.	2 00

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Canadian, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 20 2 40
Solid "	1 50 1 75

SASH CORD.

Per lb	0 25 0 26

SHELF BRACKETS

No. 140, 65 and 10 p.c.

STAPLES

Blind and bed, per lb. 0 07½ 0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00 9 00
Double bit, "	10 00 11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 9 00
Handled Axes	7 00 9 00
Red Ridge, boys', handled	5 75
" hunters	5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00 9 00
American "	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump per cwt.	0 60 0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13
S. & D., " 5 "	0 11½
S. & D., " 6 "	0 18
Boynton pattern "	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.

Canadian, 25 to 27½ per cent.	
Magnetic tack per doz.	1 10 1 20
Canadian sledge per lb.	0 07 0 08½
Canadian ball peen. per lb.	0 22 0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz	4 40
" 2, "	4 80
Barrel Underhill	5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25 1 50
Carpenters', hickory, "	1 25 3 75
Lignum Vitae "	3 85 5 00
Caulking, each	0 60 2 00

MATTOCKS.

Canadian per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	8 00 9 00

Easy to grind as a watch to wind

PEERLESS FREEZER

Peerless Freezer
Sold Everywhere
Universally Successful

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.

Dana Food Chopper

Dana Mop Wringe takes a Woman off her knees

THE DANA MFG. CO., CINCINNATI, O.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.......... 1 15
Ivory, No. 1282, 2 foot, each.......... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14, 75 and 2½, doz.......... $23 00
Iron, No. 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English ass skin, No. 1921, 66 ft., doz. 2 85
Universal ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No 404, 66 ft, each.... 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's, linen, No. 1822, 66 ft. ea. 1 10
" steel, No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith..........................	....	9 00
Atlas, steel covered....... ...	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail................		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................ " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net.................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews'.............. 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10¾
Hay Budden, 80-lb. and over 0 09¼
Brook's, 80-lb. and over 0 11¼
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's..................... .... 0 13½
Berg's, per lb...... .... 0 12½
Brook's...................... .... 0 12¾
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise.............. ..... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....................	60
Bolt Ends.......................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4¼c. per lb. off
Nuts, hexagon, all sizes, 4¾c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in.. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller. $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4¼c. per lb.

NAILS.	Cut.	Wire.
2d..........................	3 80	3 25
3d..........................	2 85	2 95
4 and 5d....................	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d..................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10, 2½ p.c.; Centre Fire Pistol Cartridges, 25, 2½ p.c., Centre Fire Sporting and Military Cartridges, 10, 10 p.c.; Primers 10 2½ p.c.; Brass Shot Shells, 45, 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f o b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown Black Powder, 18 p c "Sovereign" Black Smokeless Powder, 25 and 15 p.c; "Regal" Shells Dense Smokeless Powder, 25 and 15 p.c.; "Imperial" Shells both Bulk and Dense Smokeless Powder, 35 and 15 p c.

EMPTY SHELLS

Empty Shells 18 p c. 90 days net.

Wads.	per lb.
Best thick brown or grey felt wads, in ¼-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads in boxes of 500 each, 10 gauge...........	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge..................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges................	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	[illegible]
9 and 10 gauges	[illegible] 4
7 and 8 "	1 65
5 and 6 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent. 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. spring, 40c. upwards.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's..............	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese", and "Alaska" Nevada silver flatware, 42 p.c.

Clauss Brand Ladies' Scissors

FULLY WARRANTED

Our Eastern Pattern Ladies' Scissors. This is an exceptional scissor, adapted for clean-cutting work where stiffness of blade is required. Hand forged from finest steel.

Ask for Discounts

The Clauss Shear Co., - Toronto, Ont.

SHEARS.
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS

APPLE PARERS.
Hudson, per doz., net 5 75

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p c.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 80 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.
Asbestos mats, 50 p c.
Can openers, per doz 0 40 0 75
Mincing knives per doz 0 50 0 90
Duplex mouse traps, per doz 0 65
Potato mashers, wire, per doz... 0 60 0 70
" wood " .. 0 50 0 60
Vegetable slicers, per doz 2 25
Universal meat chopper No. 1 ..... 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 and 5 p.c.
Star A1 chopper 5 to 32 ..... 1 35 4 10
" " 100 to 103 ..... 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c

LAMP WICKS.
Discount, 60 per cent.

LEMON SQUEEZERS.
Porcelain lined ..... per doz. 2 20 5 60
Galvanized ..... " 1 87 3 85
King, wood ..... " 2 75 2 90
King, glass ..... " 4 00 4 50
All glass ..... " 0 50 0 90

METAL POLISH.
Tandem metal polish paste 6 00

PICTURE NAILS.
Porcelain head ..... per gross 1 35 1 50
Brass head 0 40 1 00
Tin and gilt, picture wire, 75 per cent.

SAD IRONS.
Mrs. Potts, No. 55, polished ....per set 0 75
" No. 50, nickle-plated, " 0 80
" handles, japaned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

TINWARE

CONDUCTOR PIPE.
2-in. plain or corrugated., per 100 feet, $2.50; 3 in., $3.35; 4 in., $4 45; 5 in., $6 00.

FAUCETS.
Common, cork-lined, 35 per cent.

EAVETROUGHS.
10-inch ordinary ..... per 100 ft. 3 0
Furnace fittings, 50 p.c.

FACTORY MILK CANS.
Discount off revised list, 35 per cent.
Milk cans, 40 p.c.
Creamery Cans, 45 per cent.
Creamery can trimmings, 75 and 12½ p c.

LANTERNS.
Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast per doz 6 75
Lift Tubular and Hinge Plain. " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1 20

OILERS
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

GALVANIZED WARE
Dufferin pattern pails 45 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.
Galvanized buckets 50 p.c.

PIECED WARE.
Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.
Bronzed iron with hooks ...per 1,000 7 50
Eureka tinned steel, hooks 8 00

SHEET IRON WARES
Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10.

STOVE BOARDS
Lithographed, 60 and 10

STOVES
Oil and gasolene stoves and ovens, 50.

STOVEPIPES.
5 and 6 inch, per 100 lengths 7 00
7 inch ..... " " 7 50
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS
5 and 6-inch, common ..... per doz. 1 32
7-inch ..... " 1 47
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent

TINNERS SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain and retinned, 75 and 12½

WIRE

ANNEALED CUT HAY BAILING WIRE.
No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS
Discount 60 per cent.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE
High Carbon, No. 9, $2 75; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.
Discount 50 per cent.

FINE STEEL WIRE.
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.
Bright. .. 2 50 Galvanized .. 2 75

HAY WIRE IN COILS.
No. 13, $2.70; No. 14, $2.80; No. 15, $2.95 f o.b., Montreal.

GALVANIZED WIRE
From stock, Toronto or Montreal—100 lb, Nos. 4 and 5, $3 95; 6, 7, 8, $3 40; 9 $2 9 ; 10, $3.45; 11, $3 50; 12, $3.05; 13, $3.15; 14, $4.00 F O B Pittsburg—Nos. 4 and 5, $2.30; 6 7 and 8, $2 25; 9, $2.25; 10, $2.30; 11, $2.35; 12, $2 40; 13, $2.50; 14, $2 00; less than cars, 10 cents higher. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.
Galvanized barb 2 85
Galvanized, plain twist 3 20
Galvanized barb, f.o.b. Cleveland, $2.65 for small lots and $2.55 for carlots.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.
Galvanized 2 75
Plain 2 50
Coopers', 45 per cent
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS
Cane's, 5 gross loose, per case 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

FIBRE WARE.
Star pails, per doz ..... $ 3 00
0 Tubs, " 14 00
1 " " 12 00
2 " 10 00
3 " " 8 50

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.
Star mops 1 20
Crescent mops ... H 1 50
Folding ironing boards 16 25 18 00

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.
Common doors, 2 or 3 panel, walnut stained, 4-in. style ..... per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style ..... per doz. 8 10

WASHING MACHINES.
Round, re-acting per doz. 60 00
Square " 63 00
Eclipse and Snowflake 54 00
Dowswell 39 00
New Century and Bluebelle 75 00
Dairy 54 00
Stephenson 74 00
Spotless 69 00
Puritan Motor 156 00

WOODEN PAILS.
Cane's wire hoop 2-hoop 1 90
" " 3-hoop 2 05

WOODEN TUBS.
Cane's wire hoop, per doz., No. 0, $11; No 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.
Royal Canadian, 11 in., per doz. 35 00
Royal American, 11 in. 35 00
Eze, 10 in., per doz 36 75

MISCELLANEOUS

AXLE GREASE.
Ordinary, per gross 6 00 7 00
Best quality 10 00 12 00

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.
Small and medium, ball ..... per M 2 25
Small heel ..... " 4 50

CARPET STRETCHERS.
American ..... per doz. 1 00 1 50
Bullard's ..... " 6 50

CASTORS.
Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.
Hothouse ..... per doz. 0 55 1 00
Axle ..... " 0 22 0 33
Screw ..... " 0 22 1 00
Awning ..... " 0 35

PUMPS.
Canadian cistern 1 40
Canadian pitcher spout 1 80 3 16
Berg's wing pump, 75 per cent.

ROPE AND TWINE.
Sisal 0 09½
Pure Manilla 0 11½
"British" Manilla 0 10
Cotton, 3-16 inch and larger 0 21 0 23
" 5-32 inch 0 25 0 27
" ⅛ inch 0 25 0 28
Russia Deep Sea 0 16
Jute 0 09
Lath Yarn, single 0 08½
" double 0 09
Sisal bed cord, 48 feet ..... per doz. 0 65
" " 60 feet ..... " 0 80
" " 72 feet ..... " 0 95

Twine.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply 0 25
" " 4-ply 0 29
Mattress twine per lb. 0 33 0 45
Staging " " 0 27 0 35

BINDER TWINE.
500 feet, sisal 0 08¼
500 " standard 0 08¼
550 " " manilla 0 09¼
600 " " " 0 11¼
650 " " " 0 13
Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.
Washita ..... per lb. 0 25 0 37
Hindostan ..... " 0 06 0 10
" slip ..... " 0 18 0 20
" Axe ..... " 0 10
Deer Creek ..... " 0 10
Deerlick ..... " 0 25
" Axe ..... " 0 15
Lily white ..... " 0 42
Arkansas ..... " 1 50
Water-of-Ayr ..... " 0 10
Scythe ..... per gross 3 50 5 00
Grind, 40 to 200 lb., per ton .. 20 00 22 00
" under 40 lb, " 24 00
" 200 lb. and over 28 00

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Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Boilers and Radiators
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Brantford Screw Co., Brantford.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Box Strapping
Acme Steel Goods Co., Chicago, Ill.

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co.. Toronto.
Taylor-Forbes Co , Ltd., Guelph, Ont.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
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Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
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Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Coal Chutes.
Manitoba Iron Works, Winnipeg, Man.

Cold Rolled Strip Steel
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Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Fasteners
Acme Steel Goods Co., Chicago, Ill

Corrugated Iron
The Galt Art Metal Co., Galt, Ont.

Cow Ties
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Cuspidors.
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Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
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Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
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Embossed Steel Ceiling
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Enameled Ware
Davidson Thos., Mfg. Co., Montreal
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Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

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Escutcheon Pins
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Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
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Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
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Disston, Henry, & Sons, Philadelphia, Pa.
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Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
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Fire Escapes.
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Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont.

Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
Canada Steel Goods Co., Hamilton.
Soss Invisible Hinge Co., Toronto.
Standard Mfg Co., Shelby, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
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Jacks
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Ladders
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Lanterns
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Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents
McIntosh, H. F., & Co., Toronto.
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Mats, Flexible Steel
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Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
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Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
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Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.
Greening, B., Wire Co., Hamilton.

Metal Polish, Emery Cloth, etc.
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Mop Wringers.
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Canada Screw Co. Hamilton, Ont.
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Oilers
Thos. Davidson Mfg. Co., Montreal
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Ventilators.
Harris, J. W., Co., Montreal.
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VOL. XXI. PUBLICATION OFFICE: TORONTO, FEBRUARY 6, 1909 NO. 6.

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WORKS WELL and WEARS WELL
Only surpassed by the extra coating of "QUEEN'S HEAD."
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Better than Imported Machines

Taylor-Forbes Lawn Mowers are stronger in every respect than imported machines. Their general all-round superiority is indisputably demonstrated by these facts:

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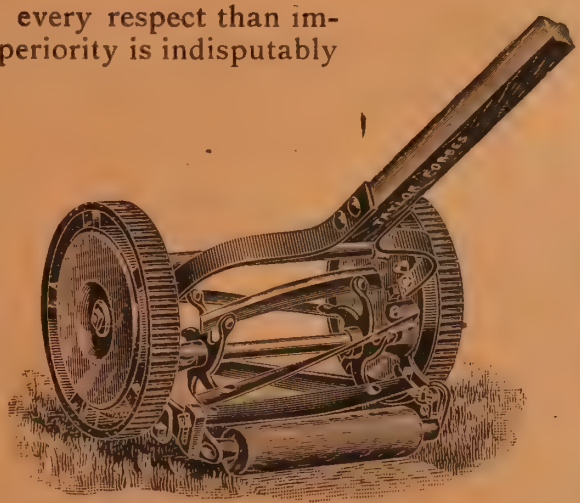

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Do **you** have the **"White"** in stock?

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Keep it well displayed with a **"White" Easel.**

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THE WHITE MOP WRINGER CO.

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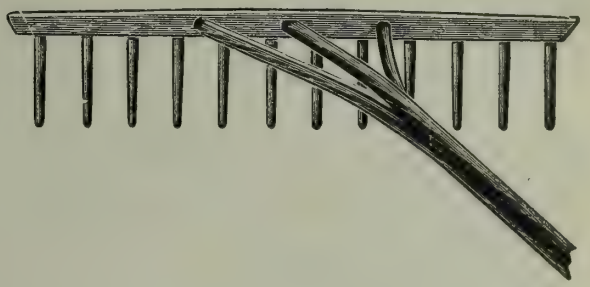

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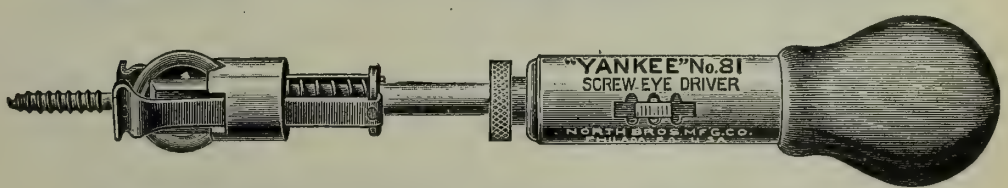

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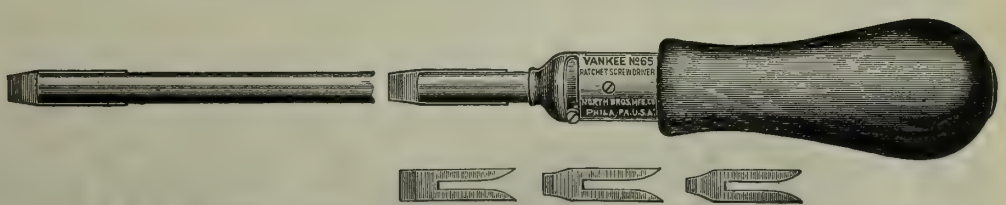

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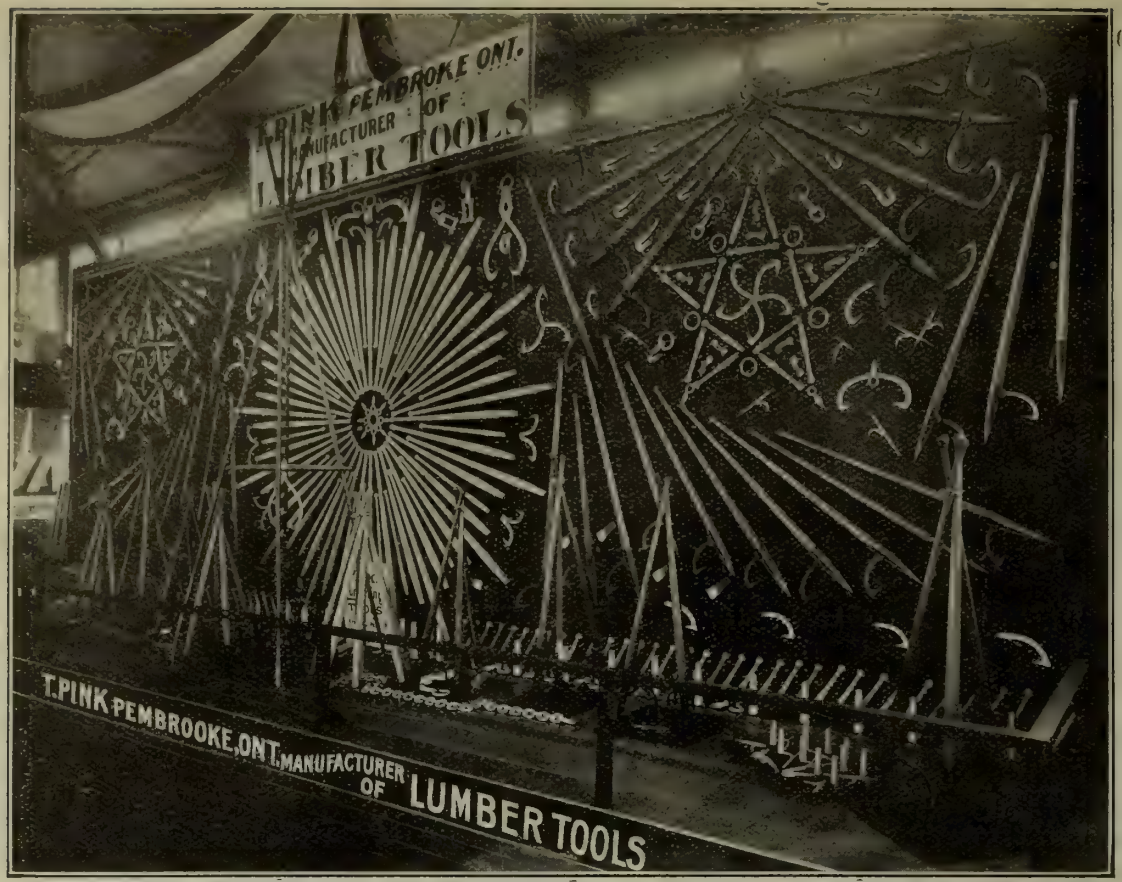

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Among Painters in England the name of "BLUNDELL SPENCE & COMPANY" LIMITED, is better known than that of any paint or varnish manufacturer in the United Kingdom. They have not been making "PARIS GREEN" as long as some other houses, but the quality of their goods is equal, if not better than anything sold on this continent.

We distributed about 100 tons during 1908. This was shipped from Halifax to Vancouver.

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In every case the results of the tests read

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We can supply it in all size packages from arsenic kegs (600 lbs.) down to 1/2 lb. paste board cartoons, the 1/2 and 1 lbs. being very clean and attractive.

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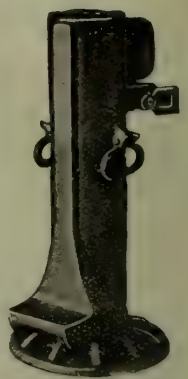

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They are the quickest and easiest-working jacks on the market, and are adapted to all classes of work where a lifting jack can be used. Working parts entirely protected, ensure long wearing qualities.

Sizes, from 8 to 50 tons.

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Our large stock of these goods insures prompt shipment

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ARE THE KIND THAT CUT

¶ Your grinding proposition is an important one. The right wheel may do the work in one-half the time required by the wrong one. Study grinding wheel construction.

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¶ Let us send the wheel for your requirements and you'll have no other but a Norton Grinding Wheel made of Alundum.

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White Frost Refrigerators

The handsomest, the best and the ONE Refrigerator that is absolutely sanitary.

The Refrigerator that has set the people wild in its praise and it "delivers the goods."

Made Entirely of Metal—not a splinter of wood in its construction. It cannot warp, swell or decay—will last a lifetime.

Absolutely Sanitary. No nasty corners, cracks or crevices for germs and dirt to gather. All food is preserved sweet and wholesome — without taint or odor — The "White Frost" is the protector and defender of the family health.

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Economical of Ice. Refrigeration is on natural and scientific lines. Guaranteed to maintain an equable, cool, dry temperature in the hottest weather.

Enamelled in Pure White without and within. Trimmings of solid brass, perfect lock, ball-bearing castors. A handsome piece of furniture that at once attracts the housewife.

A satisfactory record of five years demonstrates why the dealer who sells the "WHITE FROST" always has the Refrigerator trade of his city.

The demand is big. Get orders to us promptly. Catalogue on request, send for it to-day.

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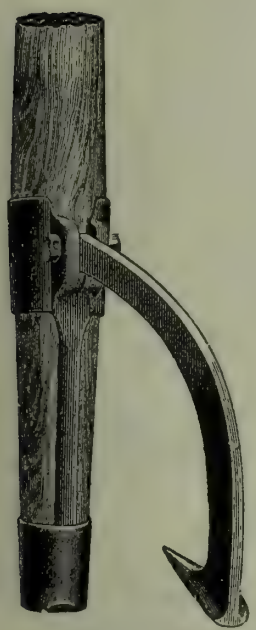
Coil Chain—Proof B.B.B. Electric Weld and English



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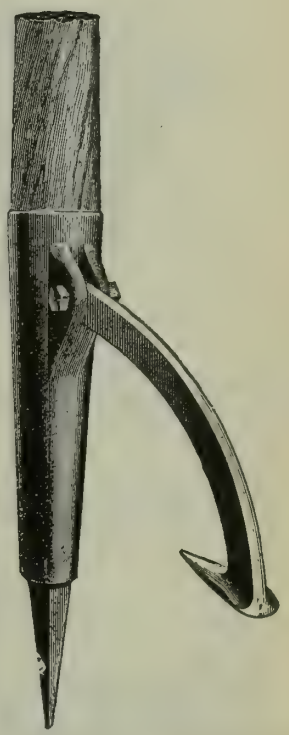

"Peav..e's" 5-5½ ft. Handle

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Binder Chains

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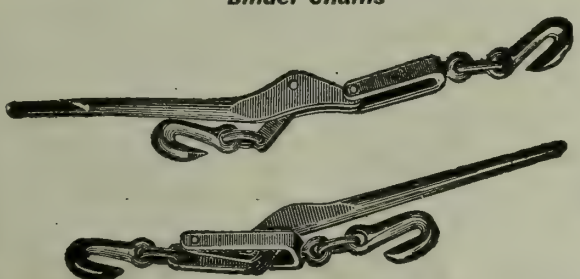

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Lipscomb's Lumbermen's Calk

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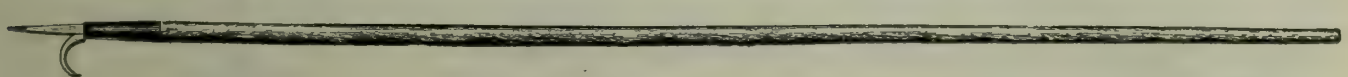

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Factory: Dufferin Street, Toronto

Our Prices Are Right

Willow Baskets

Strongly Made

Splendidly Finished

Established A.D. 1840

There's all 'round satisfaction in selling Nelson's Willow Baskets. They are quick movers, for one thing. Sales are frequent and profits are good. Every sale means a perfectly satisfied customer. Don't let your stock run too low—sort up. At your request we will mail you our complete price list.

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SELL FAST DURING

February, March and April

THEY YIELD A GOOD, QUICK PROFIT

No horse clipping machine ever made sells so fast or gives such good satisfaction as this

Stewart No. 1 Ball Bearing Machine

List for Canada, $9.75

Every machine sold under a positive guarantee that it must please your customer or money refunded, including transportation.

Your jobber has them. Write for free advertising matter.

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36" AND 40" NETTING

PALMER HAMMOCKS

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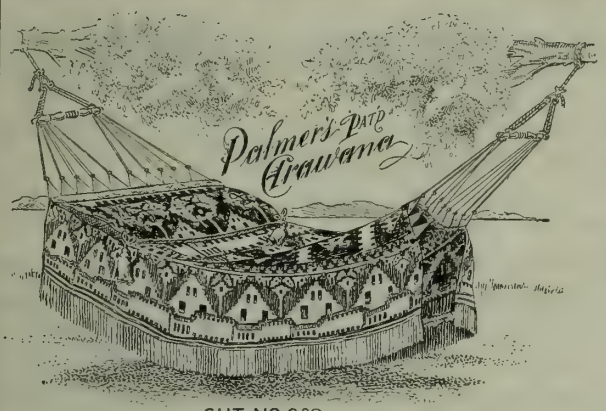

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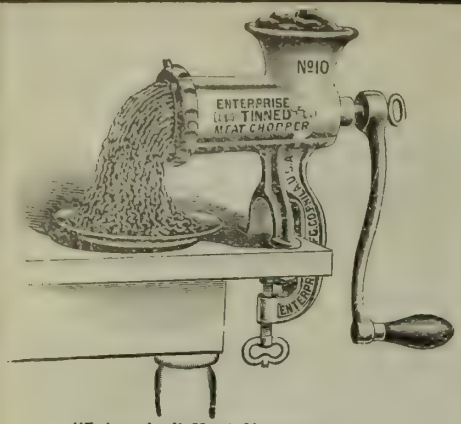
¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

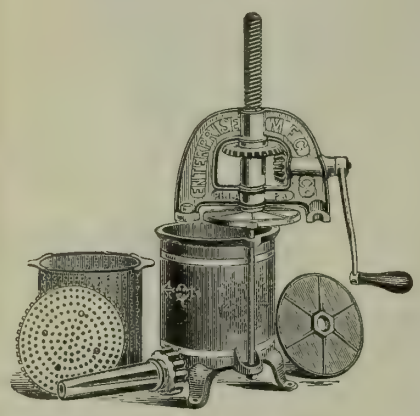
¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

¶ There's "just a little something" in it which makes the difference your customers will notice.

SPEAR & JACKSON, LTD., SHEFFIELD.



"Enterprise" Meat Choppers and



'Enterprise" Sausage Stuffers and Lard Presses

DRIVE THESE TANDEM!

Every user of an **"Enterprise" Sausage Stuffer and Lard Press** needs an **"Enterprise" Meat Chopper.** Sell them together. Push them together. Drive them "tandem."

Every dealer and almost every buyer, knows the superiority of genuine "Enterprise" Choppers.

Lest you forget we remind you of these points about the **"Enterprise" Sausage Stuffer and Lard Press :**

Accurately-bored cylinder. Lips on the inner tin cylinder to make easy its handling when heated. No hot iron cylinder to handle when pressing lard. A patent latch which prevents breaking of plates. Patent corrugated spout prevents air entering the casing thus assuring preservation of sausage.

Write for catalogue describing, illustrating and listing these and other "Enterprise" specialties. Get our advertising aids for dealers.

The Enterprise Mfg. Co. of Pa.,

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21 Murray Street, New York. **438 Market Street, San Francisco.**

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Peavies,
Cant Dogs,
Timber Carriers,
Pickaroons,
Hookaroons,
Etc.

GET OUR PRICES

HANDLES

We manufacture the best handles, from splits, straight-grained select Rock Maple. Thousands of dozen in stock ready for shipment, all sizes. Also Hickory and Elm Handles.

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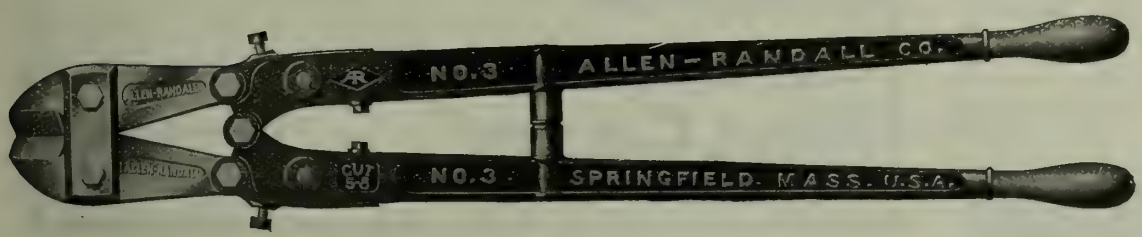
like every thing else in our stock are represented by well-chosen lines and the widest range of sizes. The Allen-Randall bolt clippers are strong, light, durable and powerful. The jaws are the only parts that wear out and these can be renewed readily. Your stock should include some of these clippers Ask our travellers for prices.



Malleable iron handles, japanned, interchangeable parts.

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Length, in.,	18	24	30	36	40
Capacity, in.,	5-16	$\frac{3}{8}$	$\frac{1}{2}$	$\frac{5}{8}$	$\frac{3}{4}$
Weight each, lb.	3	$4\frac{1}{2}$	$7\frac{1}{2}$	$12\frac{1}{2}$	15

Packed six in a case.

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—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
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The bulk of the Bar Iron Business goes to the man who handles the best quality. Bar Iron is good in quality only to the degree in which it nears perfection in chemical composition and proper rolling. We claim for London Bar Iron that it is chemically perfect and properly rolled — supreme in quality.

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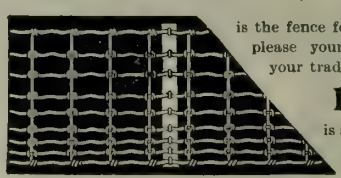
WRITE US FOR QUOTATIONS.

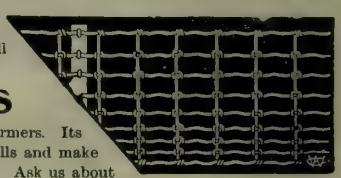
THE FENCE THAT SAVES EXPENSE



is the fence for you to sell, because it will please your customers and increase all your trade.

PEERLESS

is a money and time saver for farmers. Its lasting qualities save repair bills and make satisfied customers for you. Ask us about the profits on Peerless Fence.



The Banwell Hoxie Wire Fence Co., Ltd., Dept. J, Hamilton, Ont. Winnipeg, Man.

MARTIN'S
Low - Down - High

Store Ladders for busy merchants.
Store Ladders for conveying merchandise to the shelving.
Store Ladders for placing goods on the shelves.
Store Ladders for taking goods from the shelves.
Store Ladders for filling orders quickly.
Store Ladders for taking stock inventory.

Prices may be obtained from my Patent Attorney

EGERTON R. CASE, Temple Bldg., Toronto

Why It Pays

It pays to sell Genasco Ready Roofing because—

1. We have created a brisk demand by our continuous campaign of national publicity.
2. The quality of Genasco backs up our advertising statements and doesn't disappoint customers.
3. Genasco is made of Trinidad Lake asphalt, which is bound to give it lasting life.
4. We tell the people what Genasco is made of. They want to know what they pay for—and they have a right to know.
5. Genasco makes satisfied customers and repeat orders, and with a little effort on your part, means bigger business and increased profits for you. Mineral and smooth surface roofing. Backed by a thirty-two-million-dollar guarantee.

Write for samples and full information.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of Asphalt and largest manufacturers of Ready Roofing in the world.

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

Genasco

Ready Roofing

Are You Using Your Effort in Profitable Metal Roofing Business?

Some Hardwaremen have lost interest in this lucrative business and no longer give it the attention that it deserves.

They have become discouraged by the continual unbusinesslike and underhand dealings of certain manufacturers and instead of denouncing *them* and their products they have "thrown up the sponge."

They wouldn't do this in their stove business or their cutlery, or their paints, or any other profitable line belonging to the Hardware Trade. They would transfer their business to a firm with a reputation for fair and honest dealing and continue right along to make money.

Are you one of these men? Are you still neglecting this business or pursuing it in a half-hearted way because you think you can't meet unscrupulous competition?

Take our advice, *don't try to meet it.* Ignore it. If you are selling "Galt" Goods, you really haven't any competition. Competitors may slash prices, misrepresent their goods and use every underhand method of soliciting business, but they can't injure your business BECAUSE THEY CANNOT SUPPLY "GALT" GOODS.

"Galt" Shingles, "Classik" Ceilings, etc., sell on their intrinsic qualities—the *perfection* of their *designs and constructions*—not on the age of their makers or the cheap manner in which they can be produced.

If there are houses and barns being built or repaired in your vicinity this spring (if there are not you had better pull down the curtain and move out); if there are prospects for Roofing, Siding, Ceiling, etc., and you are willing to give "Galt" goods a show on these jobs drop us a card to-day for Catalogs and particulars of our "1909 Dealers' Proposition." We'll tell you how to bring this business in your locality back to a healthy, sane, profitable basis and help you to do it. This information costs you one cent. Do you want it?

The Galt Art Metal Company, Ltd., Galt, Ont.

Winnipeg and Regina—Dunn Bros.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

STANDARD CHAIN COMPANY of CANADA, LIMITED

SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices — Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

McDonald Adjustable Pipe Elbow Pattern

The machine here illustrated will enable any person of ordinary intelligence to lay out in a few seconds a mitre for any elbow from zero to 90 degrees in any number of pieces, and for any diameter of pipe from 3 to 30 inches. Absolutely no trimming required. Write for descriptive circular and prices.

SPECIAL: 10% discount will be allowed on all orders received before Feb. 15, 1909. Correspondence from agents and jobbers solicited.

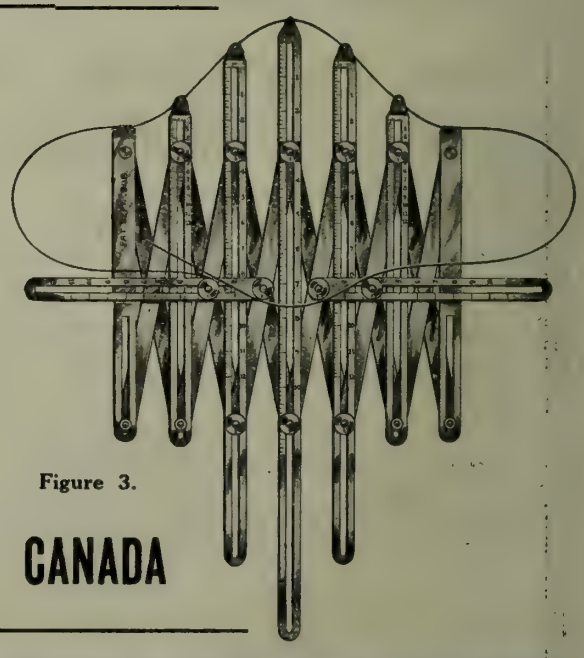


Figure 3.

Address

W. H. JOHNSTON, NEW GLASGOW, N.S., CANADA

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

ACME FLEXIBLE STEEL MATS

MATS SPECIALLY MADE TO FIT ELEVATORS and ENTRANCES.

Prominent features of ACME MATS:

Manufactured of best strip steel, which insures strength and durability. Galvanized finish, which insures non-rustability and attractiveness. Flexibility, which insures convenience. Mesh of special design, which insures self-cleaning and a sanitary condition.

PAT. NOV. 3, 1903.

Manufactured by the

ACME STEEL GOODS CO., A good line for hardware jobbers and dealers

CHICAGO—2834-40 Archer Ave. NEW YORK—28 Elm Street.

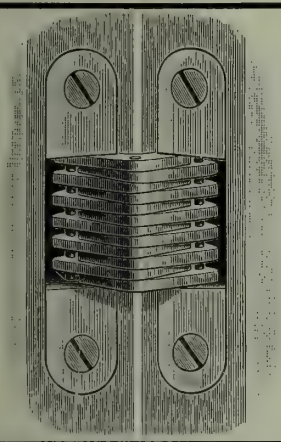
When in the market for

GLUES, GELATINES, SIZE, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England



INVISIBLE

When a door is shut you cannot see

THE

Soss Invisible Hinge

The Soss Hinge is built on an entirely different plan to the ordinary butt hinge, being superior to it for all purposes. On very fine work like book cases, ladies' desks, wardrobes, pianos, china cabinets, etc., the large manufacturers are using the Soss Invisible Hinge almost exclusively. Just as easy to apply as the ordinary butt hinge, too.

Booklet on Request.

The Soss Invisible Hinge Co.
Limited
104 Bathurst St. - - Toronto, Can.

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

Always Satisfactory

The most profitable lines are those which always give satisfaction.

"DIAMOND" Brand FITTINGS

have become the standard fittings by sheer force of perfection in material, threading and finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, - CANADA

JOSEPH RODGERS & SONS, Limited
SHEFFIELD, Eng.

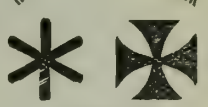
AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK

IS ON EACH BLADE:

REGISTERED TRADE MARK



GRANTED 1692

Sole Agents for Canada

James Hutton & Company
MONTREAL

The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

Write for Particulars

CANADIAN GENERAL ELECTRIC COMPANY, Limited
Head Office, - TORONTO, ONT.
District Offices: MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, ROSSLAND

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

TRADE MARK
KEYSTONE
BRAND
REGISTERED

We make **A SPECIALTY** of popular priced **JOBBING LINES** of

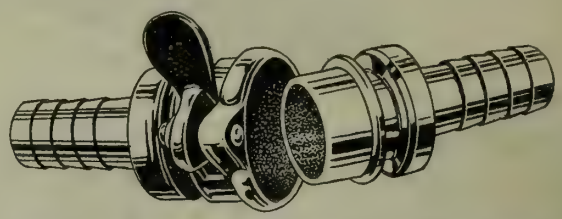
White Wash and Kalsomine Brushes

Unequalled values. If you have not received a copy of our new catalogue, write for it.

STEVENS-HEPNER CO.
Limited
Port Elgin, Ontario

TEN TO ONE

Ten couplings can be made with the Time-Saver Hose Coupler in the same time it takes to make one coupling with an ordinary coupler. Insert one section into another or on top—press latch with thumb—job's complete. No threads to wear. Washer placed so it cannot get out.



Time Saver Hose Coupler

is an excellent line for you to push with Cheese Factories, Canneries, Hotels, Gardeners, Livery Stables—everybody who uses a hose for business or pleasure, of any size whatever.

Send for Price List.

The Time Saving Coupler Co.
Limited
166 Bay Street - - Toronto, Canada

Buffalo Bathroom Fixtures

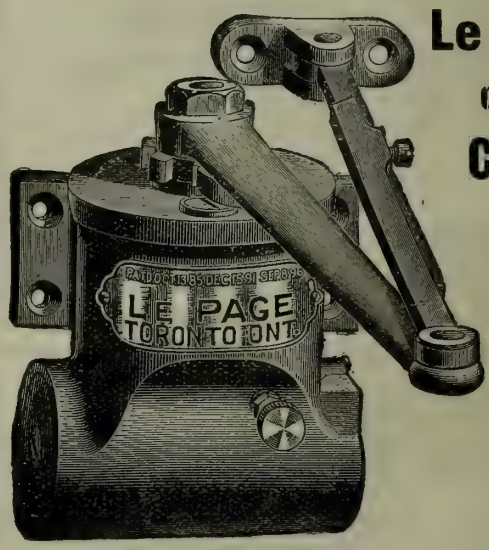
Buffalo Bathroom Fixtures are as sound in quality as they are handsome in appearance. Every sale you make is perfectly satisfactory to you and your customer. The Buffalo line brings profit and good reputation to the dealer.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co., 51 Yonge St., Toronto

A Strong Seller—Always

Le Page's
Oil Door
CHECK
and Spring



This is a lin worth extra pushing because it great utility and convenience is so easily demonstrated. There are a lot of people in your locality who will buy these springs if you take the trouble to show them.

Write for Our Price List.

Le Page Door Check Mfg. Co.

237 Lansdowne Ave., TORONTO
PHONE PARK 1086
WM. KEATING, Manager

CUTLERY ask for the TRUE BRAND

REGISTERED TRADE W TRUE MARK CELEBRATED

TRUE BRAND CUTLERY.

Every piece guaranteed by

E. F. Walter & Co.

MONTREAL

FARMERS' DROP-LEVER PORTABLE PLATFORM SCALE

Capacity from 1,200 lbs. to 2,500 lbs.

The Aylmer Scale is the Best Farmer's Portable Platform Scale on the market. That sounds strong. But we can back it up by facts, and what's more we sell it at the same price as our competitors who are selling an inferior article.

Drop us a line and we will be pleased to send you catalogue and prices, also facts why our scale is the best.

THE AYLMER PUMP AND SCALE CO., Ltd.

AYLMER, - ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO, WINNIPEG, MAN.

Things Seem To Be Very Good Again

and we have almost forgotten the crimp which was put in business lately.

McDougall Pumps will make you forget all your pump troubles and your customers will resign from the Anvil Chorus.

"Aremacdee" quality is a panacea for all Pump ills. Our catalogue— please ask for it.

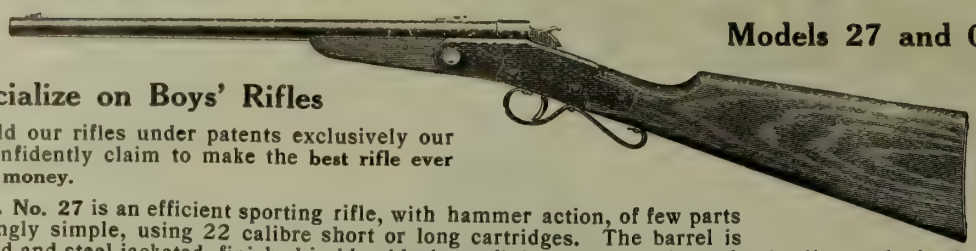
The R. McDOUGALL CO.

Galt, Canada LIMITED

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

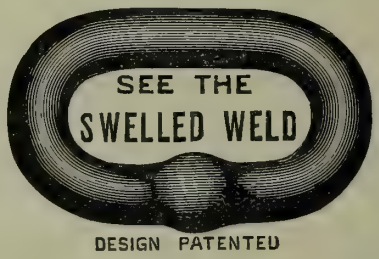
Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

McKINNON CHAIN WORKS

ST. CATHARINES, ONT.

OUR SWELL



DESIGN PATENTED

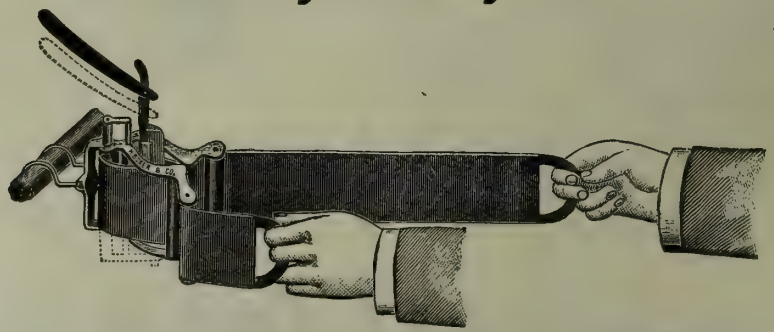
WELD CHAIN

Especially Adapted For

Lumbermen's Loading and Logging Chains

H. Boker & Co.'s Radium Double-Action Stropping Machine

For Ordinary or Safety Razors



With the Radium Double-Action Machine, when you pull the strop the razor moves vertically and the strop laterally, giving heel to toe movement, representing a perfect imitation of the skilled barber's hand.

Write for Our Free Book:
"Some Pointers for Gentlemen Who Shave Themselves."

McGill Cutlery Co., Reg'd. - - P.O. Box 366, Montreal

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

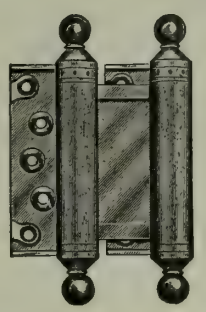
WALKERVILLE, ONT.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

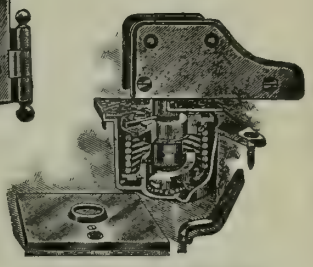
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK



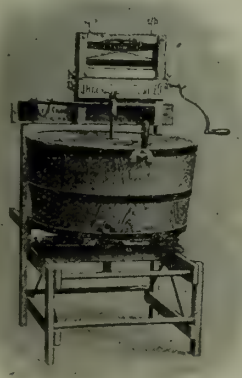
CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST



SATISFIED CUSTOMERS

Are the results from sales of the Connor Ball Bearing Washers. This machine swings on ball bearings assisted by two coiled steel springs.

The tub is detachable. The wringer stand is very solid. It is the only machine of the kind with a basket rack.

Our Booklet Tells All About It.

Manufactured by

J. H. CONNOR & SON, Ltd.

OTTAWA

Merrick-Anderson & Co., Winnipeg, Agents for the West; E. S. Horsman & Son, Vancouver, Agents for B.C.

FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED

LONDON, ONTARIO

HERCULES

Sash Cord

Buy the Best.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

Something Different

The Dillon Hinge-Stay Field Fence has a feature which is not embodied in any other line of wire fencing. It is the "hinged stay"—the stay-wires join the laterals with a hinge. Result, practically an unbreakable fence. You can put any strain upon it with bending the wires, because the hinged stays give to the strain and spring back when the strain is removed.

WRITE FOR CATALOGUE

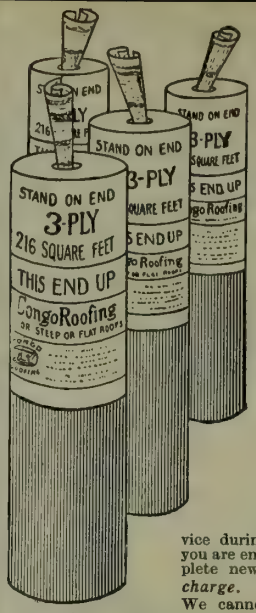
THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

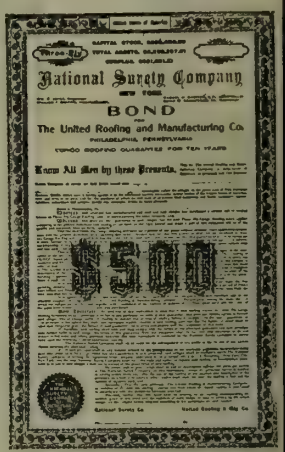
SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Congo Roofing

Backed by a Surety Bond



Hereafter every roll of Congo Roofing which we sell will be found to contain a Bond of the National Surety Co., guaranteeing the durability of Congo Roofing.



Fac-Simile of Guarantee Bond

Our 3-ply grade is guaranteed for *ten years* and provides that if the roofing fails to give satisfactory service during that period, you are entitled to a complete new roof *free of charge*.

We cannot dodge this guarantee.

The Surety Company's capital backs it up to the letter. It gives you absolute protection.

You don't need to know what Congo is made of or what it looks like; you know that it is going to last you ten years at least and that is the kind of service you want.

Let us have your name and address and we will be glad to send you a copy of the guarantee, together with samples of Congo and booklet telling all about it.

United Roofing & Manufacturing Co.,
PHILADELPHIA, PA.
Successor to BUCHANAN-FOSTER CO.

H. S. Howland, Sons & Co., Toronto.
Mechanics Supply Co., Quebec.
Geo. E. Smith & Co., Halifax.
Starke-Seybold, Ltd., Montreal.
S. Hayward Co., St. John.
Miller-Morse Hdw. Co., Winnipeg.
E. G. Prior & Co., Victoria, B C.

Men Who Sell Things

By WALTER D. MOODY

Business Manager of Chicago Ass'n. of Commerce.

This "Salesman's Blue Book," written for Manufacturers, Merchants, Employers, and all Sellers of Goods, gives the author's Observations and Experiences of over 20 years as Travelling Salesman, European Buyer, Sales Manager and Employer. It shows "HOW TO INCREASE THE EFFICIENCY OF YOUR SELLING SERVICE" and "HOW TO INCREASE YOUR BUSINESS." Adopting these up-to-date suggestions means MONEY FOR YOU. Three of the 22 subjects are: The Order Taker Right Kind of Salesman, Letters to the Trade.

295 pp. Net $1.00. By Mail $1.10.

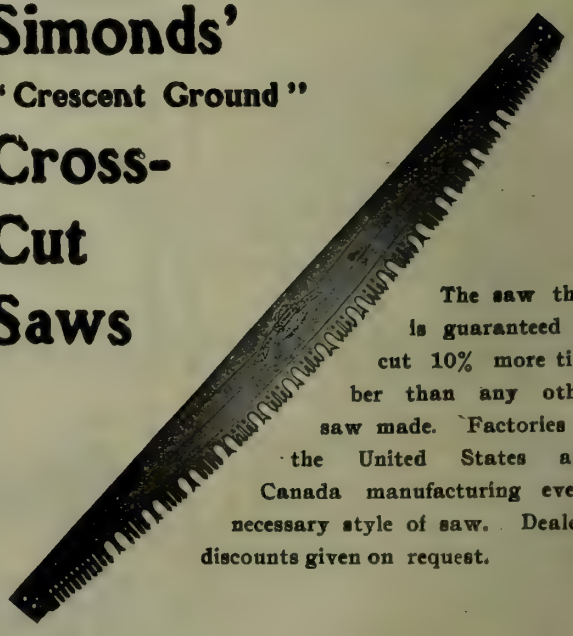
TECHNICAL BOOKS

10 Front St. East, Toronto

Simonds'

"Crescent Ground"

Cross-Cut Saws

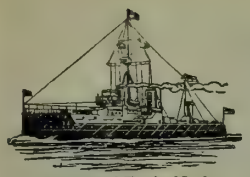


The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Vancouver, B.C. St. John, N.B.



Registered Trade Mark

"The Celebrated Dreadnought Milling File"

The British Government are using this tool in all departments. This tool speaks for itself. Can be re-sharpened from four to six times. Order some and you will order more.

The J. H. Hanson, Tilley Co., Ltd, Mfrs., 422 - 424 St. Paul St., MONTREAL, P.Q.

FACTORY, 65 Dalhousie St. Also, National File and Tool Co., The Bourse, Philadelphia, Pa., U.S.A.

A GOOD INVESTMENT

HARDWARE AND METAL
Toronto, Ont.

Dear Sir:

Within one month I have "bought and sold" with the best of satisfaction—the result of $1-68 worth of condensed ads. in HARDWARE AND METAL.

In the future when I want to know anything in the hardware business I will seek your paper.

Yours truly,
IVESON L. COOKE
Essex, Ont.

Do you wish to buy or sell a Hardware Business? Then place your proposition where it will be seen and read by men who will be interested in it.

Hardware and Metal is the only paper in Canada reaching Hardware Merchants and Clerks in all provinces of the Dominion

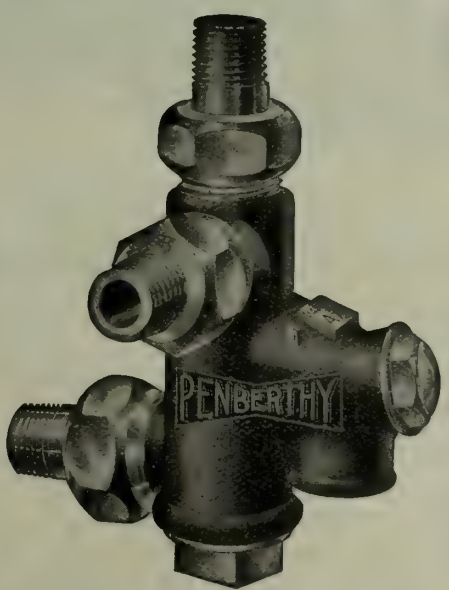
PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

On High Steam

On Low Steam

On Capacity

On Results



They Always Work

On all Points

THE Genuine

PENBERTHY

Stands Supreme

Stock them because they sell

Manufactured by

Penberthy Injector Co., Limited, Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office :

St. Catharines

Ontario

W&B
TRADE MARK

TRADE MARK

DIRECTORY OF MANUFACTURERS

CLIPPERS.

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Ridgeway's Collecting Agency
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Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

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X CELLS are the only Dry Cells which show NINE LIVES.

You'll make money in handling them. All standard sizes.

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The Best Door Closer is
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Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

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Work and Prices Right
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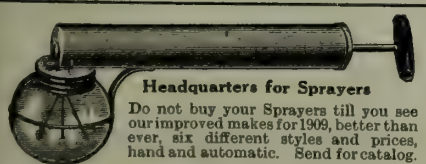

Headquarters for Sprayers

Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.

Manufactured by
THE COLLINS MFG. CO., TORONTO.

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Stove Brick **Stove Castings**
Fire Clay **and Water Fronts**
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We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.

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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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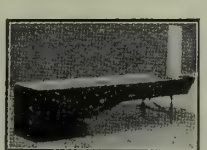

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A first-class evaporator that will make good—clear—the kind you like—maple syrup. The price is so low anyone can afford to buy.

Write us for Catalogue of Evaporators, Sap Buckets, Storage Tanks, Etc.

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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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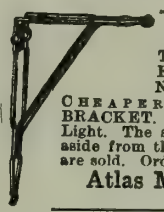

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That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

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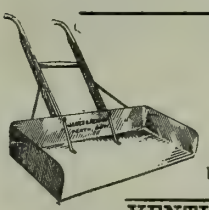

SKATING RINK SCRAPERS

Will clean the ice off in half the time. Appreciated by rink managers everywhere.

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TOOLS.

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

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We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards. Fencing and Railings.

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GENERAL AND SPECIAL WIRE HARDWARE.
Write us for prices
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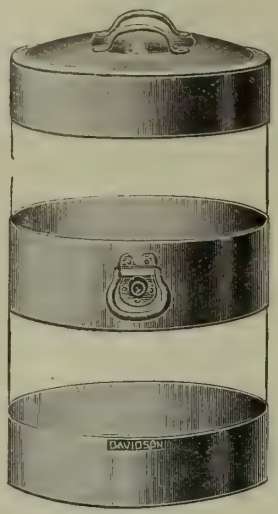
Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention HARDWARE AND METAL.

Davidson's Broad Hoop Roll Rim Bottom

Milk Can Trimmings



A combination of strength and durability

Our bottoms have HEAVY ROUND ROLLED EDGES which make them doubly durable, and saves all wear and tear to Factory Floors and Waggons.

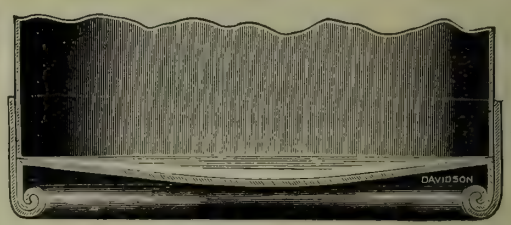
BOTTOMS ARE CONCAVE and drain to the centre, and are therefore easy to wash out.

THEY DO NOT CORRODE like those which drain to the side.

OUR MILK CAN TRIMMINGS ARE UNEXCELLED for ease of making up, and our Patent Roll Rim Bottom makes a strong, neat and fitting completion to any milk can.

We also carry in stock Tinned Iron, cut to size for milk can bodies, which we can supply promptly.

Diagram showing how strongly our Roll Rim Bottoms are constructed



SEE HOW THE OUTER AND INNER RIMS ARE ROLLED IN AND THEN RIVETTED TO BOTTOM HOOP.

IN COMPLETE SETS

"Broad Hoop" Pattern—Composed of the following: 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 inches wide, 20 gauge, 1 Broad Top Hoop, 1 pair Cover Handles, 1 pair Side Handles.

The Thos. Davidson Mfg. Co., Limited, Montreal and Winnipeg

A FULL LINE OF

20TH CENTURY

MAIL BOXES

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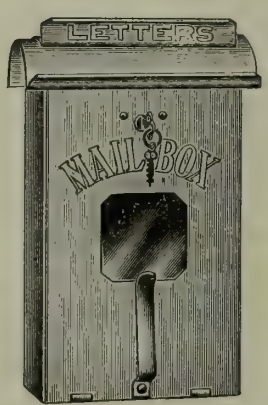

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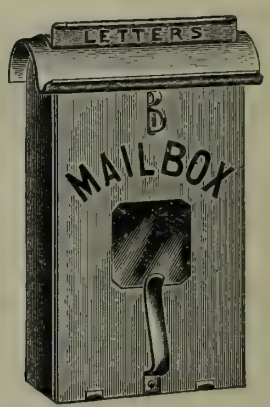

No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

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We do not sell to Mail Order Houses.

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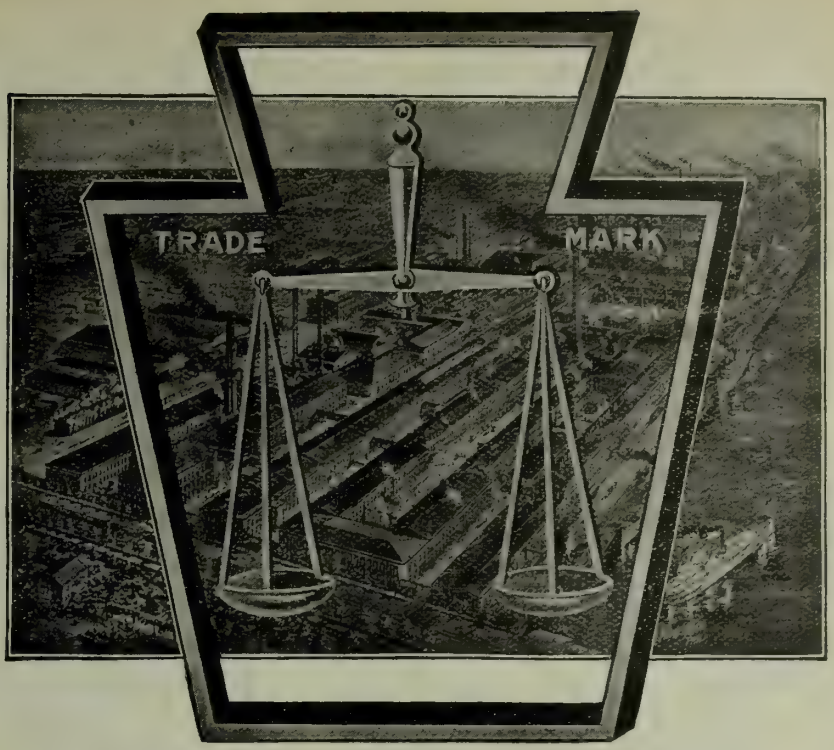
In the **DISSTON BRAND** of **SAWS** you have the advantages obtained by the use of highest quality crucible steel specially made in the Disston Steel Works, approved designs, most skilled workmanship—all backed by an experience of over **SIXTY-EIGHT YEARS** in saw making—a combination not equalled and which speaks for the utility of the saws.



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Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

Atkins Silver Steel

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Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

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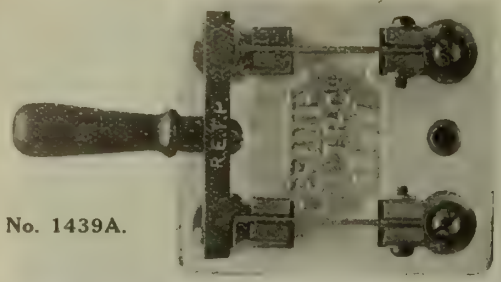
Home Office and Factory, Indianapolis

BABY KNIFE SWITCH



No. 1439A.

Baby Knife Switch

No. 1438a.—15 amperes, 125 volts
No. 1439A.—25 amperes, 125 volts
} Complies absolutely with underwriters' rules.

NOTE.—Double spring contact, and method of securing the contacts to base by means of a slot in the porcelain and retaining screws.

NOTE.—Appearance and design. And the price is RIGHT.

The R. E. T. Pringle Company, Limited

MONTREAL WINNIPEG

Bartlett's Special Awning

For Prism Store Fronts and For Fronts with Low Altitude

This is a Roller Awning with Diamond Arm and Sprocke Winding Gear; easily operated and does not interfere with the prisms.

Buy the best *Send us measurements for quotation*

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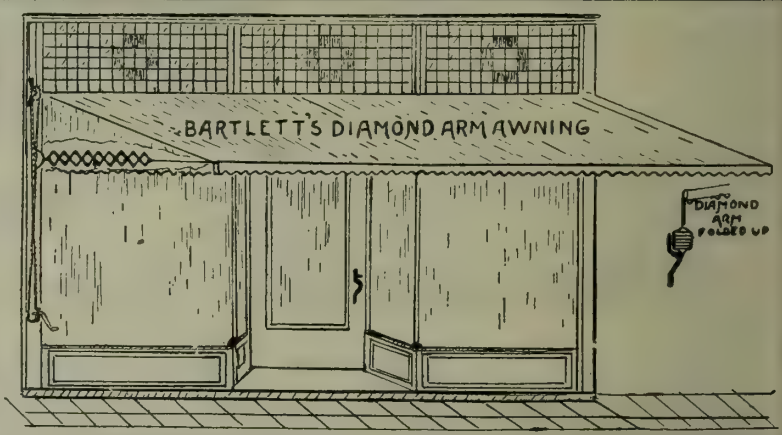
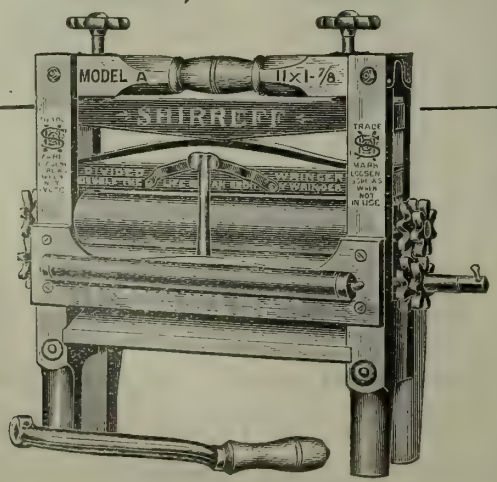


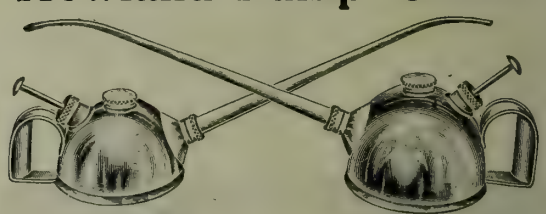
DOUBLE THE WEAR

that's the argument that will enable you to sell SHIRREFF'S DIVIDED WRINGER before all others. A dividing bar in the centre causes the rubber rollers to wear evenly along their entire length. In ordinary wringers they wear in the centre only, and become useless in a short time. In Shirreff's Divided Wringer the rollers can't help lasting double the time.

THE SHIRREFF MANUFACTURING COMPANY
Limited
Brockville, - Ontario



Howland Pump Oilers



For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

Bone Cutters

This is a favorite size. We make other sizes, from

Small Hand

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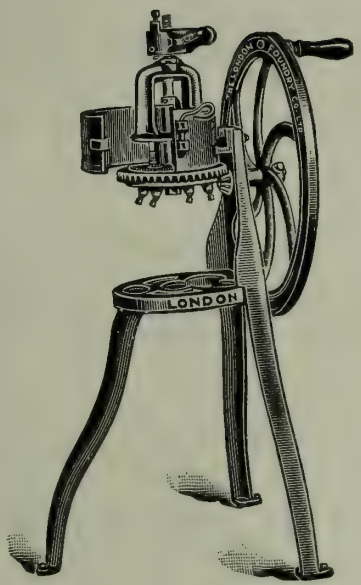
Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.

Send at once for catalogue and prices.

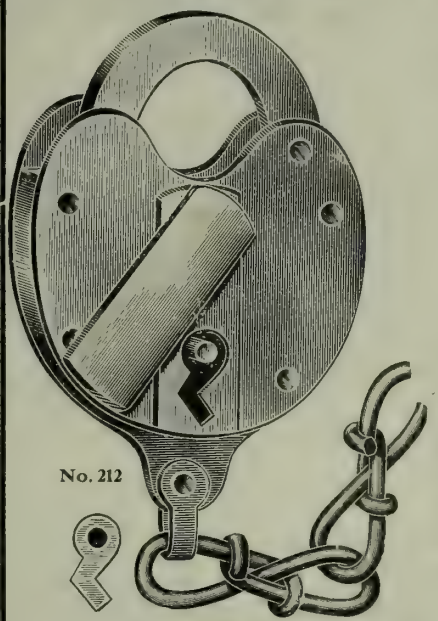


Manufactured by

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

PADLOCKS



This **Railway or Contractors'** Lock is built entirely of solid bronze for heavy service and outdoor use. Supplied with or without galvanized 9-inch chain, is self-locking, spring shackle and drop key cover.

For hard knocks, heat or frost this padlock will outlast most others, and will insure satisfied customers.

Write us or ask Mr. Jobber for those

Made by

Brass and Steel Goods,

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LACKAWANNA WARM AIR FURNACE

From the substantial base ring to the top of the radiator the Lackawanna Furnace is perfect in design and construction. Ashpit is deep and roomy. Grate bars are triangular and revolving, easy to remove and replace. Firepot either sectional or in one piece. Feed door is extra large—ideal for either hard or soft coal or wood. Smoke collar for hard coal is at the side, a cut of plate compelling all products of combustion to go completely around the radiator before making exit. Smoke collar at the back for soft coal. Radiator and combustion chamber are combined in one, having an extra large surface exposed to products of combustion.

You Can Sell This Furnace. Its superiority is indisputable. Illustrated Circular on request.

Butterworth & Co., Limited - - Ottawa, Ont.

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Thoroughness is the watchword in making "Caloric" Gas ranges—the same thoroughness that goes into all our manufactures. We realize that you have got to offer the public a Gas Range of proven excellence, and we prove ours out before you see them.

That oven there in "Caloric" is the "final effort" in exactness, completeness and responsiveness.

In the internal construction we are *guided* by common sense and uncommon science. That is why we make the walls *double*.

We know that heat *creates* moisture and moisture creates rust, unless there is a "cure" in the *first* construction of the range. The cure in "Caloric" is a *fused aluminum* covering which simply says to Mr. Moisture, "You can't roost here!"

This aluminum, acting as a reflector, *also* aids in the *retention* of heat in the oven.

Consequently a "Caloric" user has the *minimum* number of oven troubles, so the *maximum* amount of praise for your store, and your way of recommending goods.

Talk up "Caloric." If you haven't a sample to talk over, just act on our suggestion to "put one in."

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Hardware Store Business Methods.

Price $1.00

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The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

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There is no longer any notch in the bottom lock, and all the locks are now absolutely uniform, so that they fit together instantly. The impression on the shingles has been deepened and emboldened, resulting in a very handsome finish.

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BURNING BRANDS, STENCILS, STEEL STAMPS & LETTERS, NAME PLATES, CHECK-BADGES

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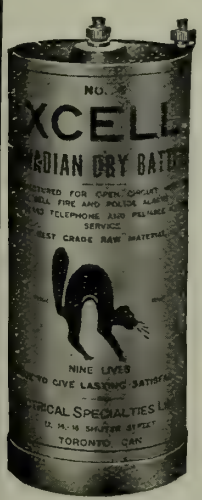

These new Canadian Dry Batteries have made a reputation for themselves. They are guaranteed to have NINE LIVES.

You'll find them a very profitable and readily saleable line.

We Recommend XCELLS

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Best hand sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

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THE MOST PERFECT AND RELIABLE SHEET ON THE MARKET

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Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

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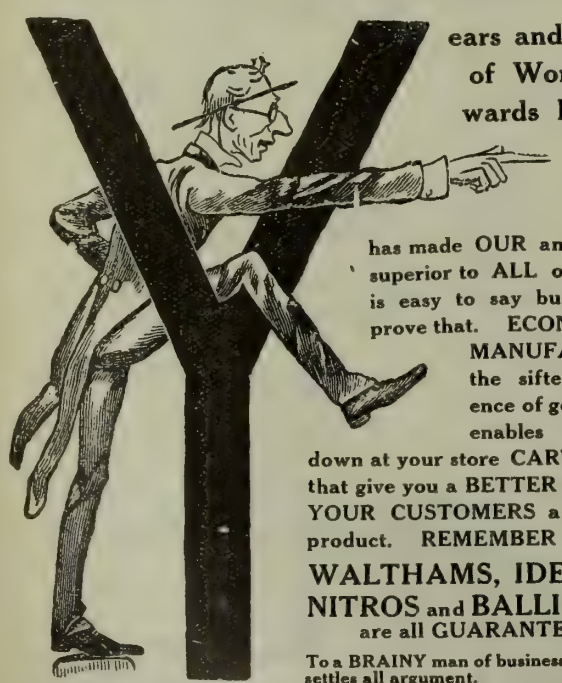
Established 1820

F. JOYCE & CO., LTD., LONDON, ENG.



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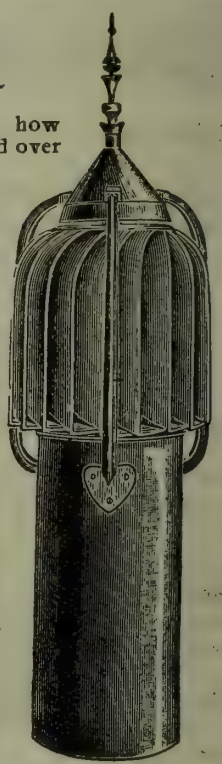
We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



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THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, June 12th, 1903
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Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory.

Yours truly,
E. H. McHENRY, Chief Engineer.

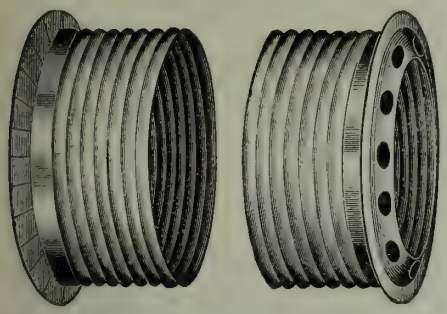
Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

THE J. W. HARRIS CO., LIMITED

General Contractors and Manufacturers

MONTREAL

O.K.
Adjustable Thimbles

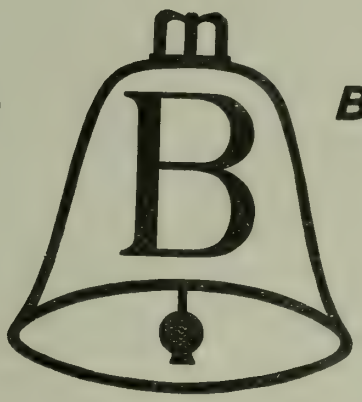


are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

METAL SHINGLE AND SIDING CO., Limited
PRESTON and MONTREAL

Horse Shoes

Belleville  **Brand**

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Manufacturers of

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'Phone Main 7363

The FOUNTAIN Sprinkler

NOT merely a round box with holes punched in it to let the water out —BUT a perfect Lawn Sprinkler.

NOT merely a group of straight round streams working with mathematical precision—BUT a natural shower of spray.

The Sprinkler with the "MIST LIKE SPRAY."

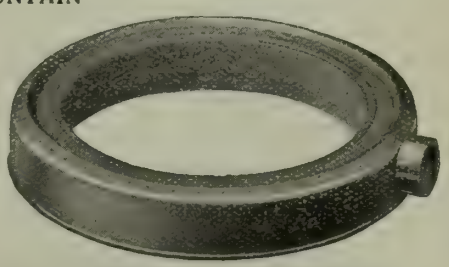
No other Lawn Sprinkler can produce the beautiful—The perfect results like the "FOUNTAIN."

The name "FOUNTAIN" is plainly marked in raised letters on the bottom of every Genuine, Original FOUNTAIN Sprinkler.

When you think of Lawn Sprinklers — Think FOUNTAIN
When you buy Lawn Sprinklers — Buy FOUNTAIN
And insist on getting the FOUNTAIN

Stick to the Sprinkler you KNOW is right.

Do you want a sample for comparative test. Post paid to any dealer at the wholesale price.



THE STANDARD STAMPING CO.
Marysville, Ohio, U.S.A.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENCIES WANTED

Manufacturers of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

ADVERTISER, 31 years of age, 4 years with present employer, selling specialties to jobbers and retail hardware merchants, etc., in Ontario, Maritime Provinces and Newfoundland, intends establishing a manufacturers' agency at Toronto and invites correspondence from manufacturers, etc. Box 790, HARDWARE AND METAL, Toronto. [7]

BUTTER TUBS—Manufacturers' agent in Winnipeg, excellent connection with jobbing trade, desires to represent manufacturer of wooden butter tubs. Box 1, HARDWARE AND METAL, Winnipeg. (6)

WANTED—Cutlery and pearl goods samples for Ontario, either commission or salary; four years' experience calling on hardware and jewelery trade. Apply Box 793, HARDWARE AND METAL, Toronto. (6)

WANTED—Canadian agent for English firm manufacturing galvanized iron, tin plate and black sheets. Covering Canada thoroughly for other lines. Good references. W. K. Morley, 32 Church Street, Toronto. (6)

WE WANT TO SELL YOUR GOODS—Canadian and American established firms wanting resident selling agents for Canada write A. H. & R., Manufacturers Agents, 1757 Queen West, Toronto. (6)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENTS WANTED with good connection with hardware trade to handle a specialty which has had a good sale with hardware men and booksellers and stationers in the United States. The line has already been introduced to the bookseller trade in Canada, but separate agents are wanted for the hardware trade in Montreal, Toronto and Winnipeg. Apply, stating agencies you now have, to Box 779, HARDWARE AND METAL, Toronto. (6f)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Set Tinners' Tools—complete in good condition, break safe, etc; all good. Werner Bros., Mitchell. (8)

BUSINESS CHANCES.

A COMPANY opening a hardware store in the best paying section in Toronto, require the services of a competent hardware man who can invest one to two thousand dollars. An excellent proposition. Box 794, HARDWARE AND METAL, Toronto. (7)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE BUSINESS FOR SALE in one of the finest farming sections of Ontario. Two railways. Stock about $4,500. Good reasons for selling. Address Box 782, HARDWARE AND METAL, Toronto. (11)

HARDWARE, tinware and furniture for sale.—Stock between five and six thousand. Doing a good business. Good reason for selling. Apply Box 781, HARDWARE AND METAL, Toronto. (7)

HARDWARE, Stoves and Tinware Business for sale in a good manufacturing town, farming and dairying country, good business trade connections in store and workshop; stock about $8,000. Good reasons for selling. Address Box 784, HARDWARE AND METAL, Toronto. (8)

HARDWARE BUSINESS FOR SALE—In growing part of Toronto. Stock and fixtures about $2,000. Box789, HARDWARE AND METAL, Toronto (8)

WELL ESTABLISHED GENERAL HARDWARE BUSINESS in prosperous Manitoba town surrounded by excellent farming district. Stock about $8,000. A splendid opportunity. Apply Box 785, HARDWARE AND METAL, Toronto. (10)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of gasoline lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

60,000 Shrewd merchants all over the world have paid $60,000,000 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

FIRST-CLASS Builders' and General Hardware Man open for engagement. Twelve years' experience. Box783 HARDWARE AND METAL, Toronto. (8)

HARDWARE SALESMAN desires position, wholesale and retail, experienced. Would buy a first-class business. Box 788, HARDWARE AND METAL, Toronto. (8)

BUSINESSES WANTED.

TO PURCHASE Established Hardware Business in live town or city in Ontario, east of Toronto; or in Quebec, west or south of Montreal. Box 787, HARDWARE AND METAL, Toronto. (8)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

TRAVELER of experience in the Stove and Furnace Business for the Provinces of Quebec and New Brunswick. Must speak English and French. Address Box 786, HARDWARE AND METAL, Toronto, stating experience, salary, etc. (tf)

WANTED—Two good hardware stock and order clerks, with several years' experience, for Winnipeg. Good opening. Apply in own handwriting and state experience, Box 3, HARDWARE AND METAL, Winnipeg, Man. [7]

WANTED—Buyer and manager for cutlery and sporting goods department of wholesale hardware house. Apply, giving full particulars, H. 9, HARDWARE AND METAL, Montreal.

TECHNICAL BOOKS

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

Hardware Business For Sale

The old established hardware business of Reid & Wilson, at the town of Seaforth, being now in liquidation (the firm having been dissolved) the whole of the stock is offered for sale, together with coal warehouse and sheds.

The stock consists of:—

Blacksmith's iron, shoes, nails etc.
Wagon and buggy wooden ware
General hardware stock
Wire fencing
Blacksmith's coal and domestic coal

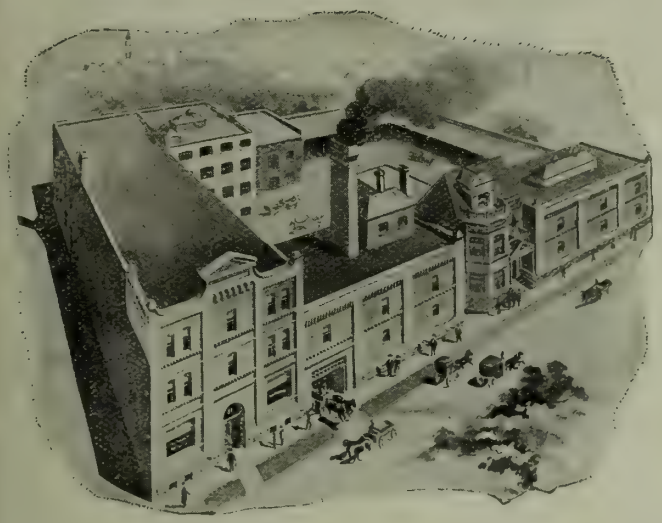
The stock may be purchased in sections, or the business may be bought out as a going concern. The stock may be viewed at any time, and further particulars obtained from the undersigned:

ROBERT WILSON
WILLIAM HILLS
Liquidators for the firm of Reid & Wilson.

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from $1,000 to $10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn $100 to $500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 288 NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.

Do Repeat Orders Pay?



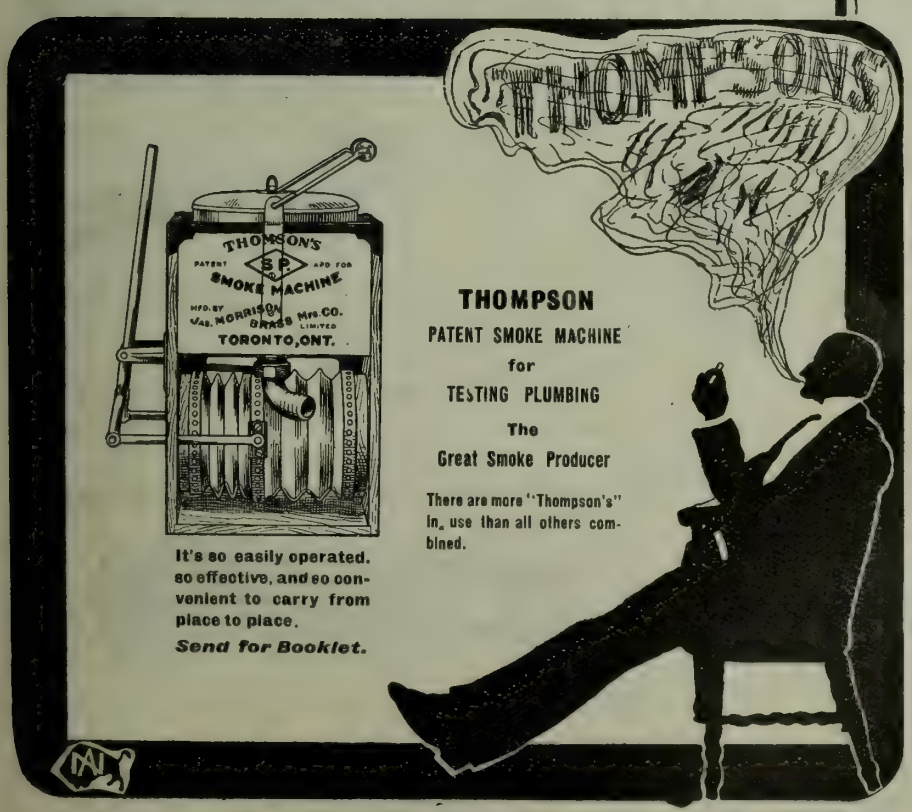
LEADING HARDWARES

Have found **IT SO**

For all general Machine Bearings. It has no equal. You will find it the Best Seller you ever carried.

And it will bring Repeat Orders.

THE CANADA METAL CO., LIMITED, TORONTO, ONT.



PLUMBERS

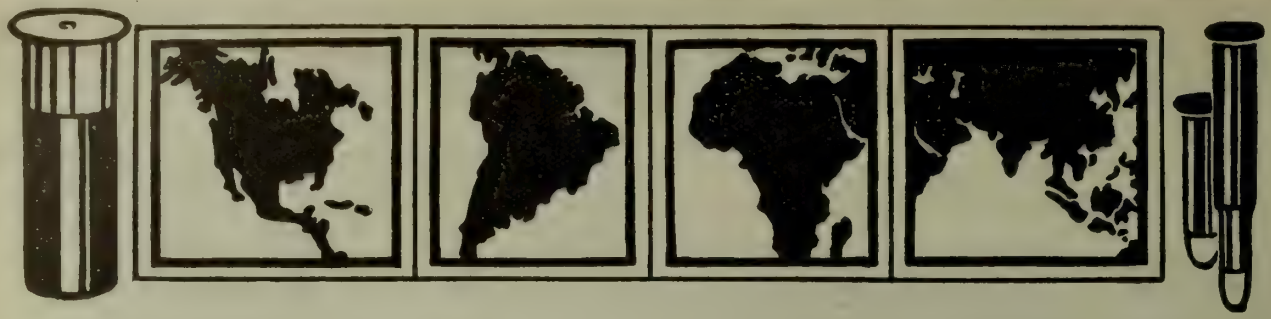
BRASS WORK

Of Quality

J.M.T. Patent Cushion-disc Bibbs
They don't wear out like the ordinary kind.

If you want a really good water tap use the
J.M.T. Cushion Pattern

The **JAS. MORRISON BRASS MFG. CO.,**
TORONTO Limited



BEHIND EVERY SUCCESS IS A PURPOSE. Ours is to make the best ammunition in the world. Yours is to sell the best ammunition.

Our purpose reaches across the Atlantic to get the finest smokeless powders made. We will go to the ends of the earth to get the best metal, paper, ingredients, machinery and experts.

You have only to reach to us, to sell the best ammunition. Your success is worth a post card.

Cartridges of every size, for every make of arm. The four famous, perfect shells.

DOMINION CARTRIDGES (Sure Fire)

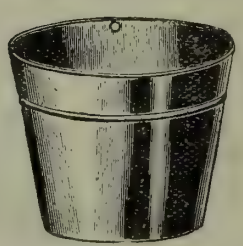
Regal Shells	Imperial Shells	Sovereign Shells	Crown Shells
(Ballistite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

KEMP'S SAP PAILS AND SPOUTS

Extra Deep and Straight

Flaring



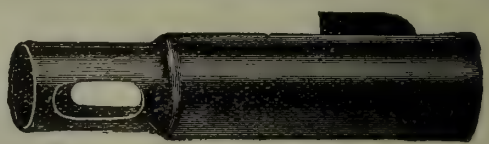
Eureka Sap Spouts

Bronzed and Galvanized

Quarts	6	8	12	6	10
Bundle Lots	50	50	25	50	50

E. T. Sap Spouts—Retinned

Maple Leaf Sap Spouts—Steel Japanned



All Sap Buckets punched unless otherwise ordered. Prices on application.

KEMP MANUFACTURING COMPANY, Cor. Gerrard and River Streets Toronto, Canada

THE KEMP MFG. & METAL CO., Ltd., 111 Lombard St., Winnipeg, Man.

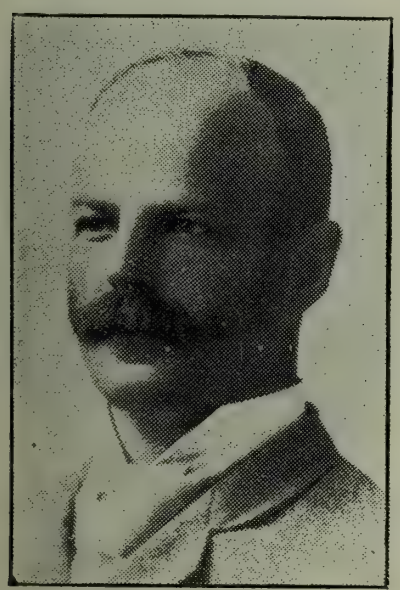
THE KEMP MFG. CO. OF MONTREAL 39 St. Antoine St., Montreal, Que.

Retail Hardware Association News

Historical Sketch of the Ontario Retail Hardware and Stove Dealers' Association, with a Side Light Upon the Work of Earlier and Contemporary Associations.

In the neighborhood of 300 hardware merchants and salesmen will gather at Hamilton next week—brought together by the fourth annual convention of the Ontario Retail Hardware and Stove Dealers' Association, an organization which less than three years ago had hardly been dreamed of. To-day it stands in the forefront of retail associations in Canada, having started its career in a small way and fought its way upward in the face of difficulties which would have overwhelmed an organization without a mission to perform.

The Ontario Association was not spoon fed. At its first convention it took up a controversial question which prevented the wholesalers from extending an over-warm welcome to the latest addition to the family. And at the second meeting six weeks later a proposal made to



E. R. ROGERS, TORONTO.

President of the Association Formed in 1901.

affiliate with the Retail Merchants' Association was overwhelmingly defeated, this bringing down upon the new association the energetic opposition of the older body with its traveling organizers covering the larger cities and towns.

Despite these difficulties the association grew and prospered, assisted by Hardware and Metal, until it is now a recognized factor in the hardware trade, and with wise management is capable of wielding a great influence for good in making conditions better for the retailer, and indirectly for the manufacturers and jobbers whose welfare is bound up in the success or failure of the retail trade.

Where the Inspiration Came From.

Thirteen or fourteen years ago the foolish and unprofitable price-cutting existing among retail hardwaremen in the middle western States, the development of the mail order trade and the co-operative buying by farmers in the Populist and Patron movements encouraged a few far-seeing hardwaremen in Indiana, Illinois, Ohio, Michigan, Minnesota, Wisconsin, Iowa and other States to organize Retail Hardware Associations to combat the influences destructive to the retail trade. Though started in a small way the movement took root and the past ten years has seen it spread from New England to California and from Florida to Washington, with memberships in several of the older organizations totalling up to twelve and fifteen hundred. Year by year the associations gained prestige and the membership climbed from ten to twenty, to fifty to seventy-five, until it is now in some cases close on to one hundred per cent. of the legitimate retail harware trade.

Early Attempts at Organization.

In Canada various local attempts were made to organize the retail hardwaremen. Probably the most important of these in Ontario was the Ontario Hardware Association, organized in March, 1896, with D. C. Taylor, Lucknow, as president. This association gained considerable strength in the Bruce Peninsula, with Palmerston as a centre, but it did not become provincial in scope. Later on in May, 1901, the Retail Hardware Merchants' Association of Ontario was organized at Toronto with E. R. Rogers, Toronto Junction, as president. After nearly two years' existence this organization merged itself into the Retail Merchants' Association, and under the new auspices a convention was called to meet in Hamilton in 1902 or 1903. The gathering was a fizzle, however, and the "hardware section" of the Retail Merchants' Association became dormant.

In July, 1904, a convention was held at Winnipeg and two associations organized, the "Western" and the "Mani-

J. E. McROBIE, WINNIPEG,

Secretary of the Old Manitoba and Western Associations.

ONTARIO CONVENTION PROGRAM.

Tuesday, Feb. 9.

10.30 a.m.—Executive Committee meeting.

2.30 p.m.—Convention (business session).

8.00 p.m.—Convention addresses by R. R. Williams, hardware editor Iron Age, New York, and Robert Munro, Montreal, followed by "Question Box" discussion.

Wednesday, Feb. 10.

9.00 a.m.—Visit Greening Wire and Canada Screw factories.

1.30 p.m.—Convention (business session.)

8.00 p.m.—Complimentary banquet tendered by hardware jobbers and hardware manufacturers of Hamilton.

Thursday, Feb. 11.

9.00 a.m.—Visit Canadian Shovel, Canada Steel Goods and Canadian Drawn Steel factories.

1.30 p.m.—Convention (open to travelers, etc.) Short addresses by C. C. Ballantyne, Montreal; A. A. Briggs, London, and others, followed by "Question Box" discussion.

8.00 p.m.—Complimentary theatre party, tendered by hardware jobbers and manufacturers of Hamilton.

Friday, Feb. 12.—

Hamilton manufacturers invite visiting retailers to visit the blast furnace and other hardware and kindred industries.

Special Railway Rates.

Those attending the convention should ask their railway agent for a one-way ticket to Hamilton and a "standard certificate." This certificate will be signed by the Secretary at Hamilton and a reduced fare allowed for the return trip. Tickets will be good going Feb. 5 to 10, returning up to Feb. 15.

Convention Headquarters.

Waldorf Hotel. Rates, $2 (ordinary), to $3.50 (with bath) per day.

toba," these being merged into one later on. Two representatives of Hardware and Metal attended this convention to help organize the west. Conventions were held semi-annually in February and July, and a salaried secretary-organizer was engaged. The organization attempted to cover Manitoba, Saskatchewan, and Alberta, but the field was too large and disagreements over prices resulted in many withdrawals, and in 1907 it was found impossible to maintain the big organization, the Winnipeg district alone continuing. In 1908, however, the Alberta hardwaremen re-organized and the coming year will probably see Manitoba and Saskatchewan re-organized on a provincial basis.

British Columbia, too, has for several years had an association including Vancouver, New Westminster, Victoria and Nanaimo, and it is planned to extend the organization into the interior of the province.

Local associations exist in Ottawa, Montreal, Halifax and other places and

A. W. HUMPHRIES, PARKHILL,
First President of the Ontario Association.

a committee is now considering the advisability of calling a convention to organize a Maritime Retail Hardware Association, so prospects look bright for a chain of sister associations reaching from one end of Canada to tide water on the other.

The First Convention.

But to get back to the Ontario Association and the first convention on April 13, 1906. Following the death of the "Hardware Section" of the Retail Merchants' Association trade evils became so oppressive that a desire for an organization became general. Hardware and Metal published several articles urging the Retail Merchants' Association to devote some attention to the retail hardwaremen, but Secretary Trowern took the position that as the "anti-combine" law prevented retailers from meeting together and discussing prices it was useless to try and organize the hardwaremen. Finally Hardware and Metal asked its readers in Ontario to express themselves regarding the need of an association. Several letters were received, two of the correspondents, A. W. Humphries, Parkhill, and H. M. Mowat, of Trenton, offering to stand behind a call for a convention. As a result, the editor of Hardware and Metal issued a call asking Ontario hardware and stove dealers to meet at the Rossin House parlors, on Good Friday, April 13, 1906, and on short notice twenty delegates attended and ten more sent their regrets.

Among those attending the meeting were two organizers representing the Retail Merchants' Association, and on their suggestion, Secretary Trowern, of that body, was asked to address the meeting. One of the delegates having stated that in his opinion the meeting should decide to organize an association on the lines of the successful Retail Hardware Associations in the United States and distinct from the Retail Merchants' Association, Mr. Trowern was injudicious enough to utter the threat that if a separate organization were formed his association would put it out of business. Despite the threat the delegates appointed a permanent organization committee and adopted the name, "Retail Hardware and Stove Dealers' Association of Ontario."

While the meeting was almost unanimous in the decision to organize a distinct organization it was decided that the question of affiliation with the Retail Merchants' Association be left open and a second convention called a month later. Secretary Trowern stated that several hundred hardwaremen belonged to the "Hardware Section" of his association and it was decided that invitations to attend be sent to these by Mr. Trowern, while the secretary of the new association would send out a general invitation to the trade.

The meeting adjourned by electing the following provisional officers: President, A. W. Humphries, Parkhill; vice-presidents, W. G. Scott, Mt. Forest, and J. R. Hambly, Barrie; treasurer, John Caslor, Toronto, and secretary, Weston Wrigley, Toronto.

The Second Convention.

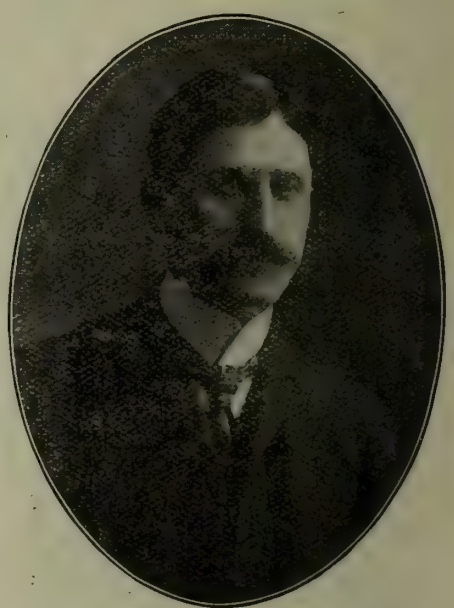
On May 15 and 16 the second convention was held at St. George's Hall, Toronto. One hundred and twenty dealers had enrolled in response to the call sent out by Secretary Wrigley, and of these 45 attended. Secretary Trowern was also present with his organizers they claiming to have 125 proxies from 275 members of their "hardware section." The provisional committee recommended that only members who had paid their fees and were in attendance at the convention be allowed to vote, and after a long and disagreeable discussion a motion "that the name adopted at the previous meeting be ratified and a separate association formed" was carried by a vote of 34 to 1.

The convention then got down to work, adopted a constitution and by-laws, took action upon some trade grievances and elected officers, the provisional officers being re-elected, along with an executive committee composed of J. W. Peart, St. Mary's; T. Marshall, Dunnville; F. W. Jeffery, Midland; E. P. Paulin, Goderich; D. Brocklebank, Arthur, and F. Taylor, Carleton Place.

The convention accepted an offer of an "Association" page in Hardware and Metal, and were also the guests of Col. J. B. MacLean at a dinner at the King Edward Hotel.

The Third Convention.

On Sept. 4 and 5, 1906, another convention was held during the Toronto Exhibition, the meetings being held in the Labor Temple, and 34 being in attendance. The features of this meeting were the reports on Mutual Insurance,

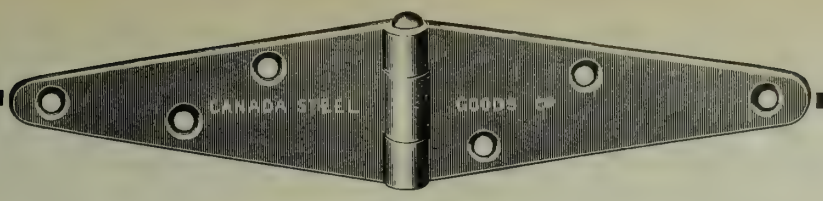


W. G. SCOTT, MT. FOREST,
Second President of the Ontario Association.

compiled by J. Walton Peart, of St. Mary's, and the interesting addresses delivered by Fred C. Lariviere, Montreal. A deputation was also sent to interview the Canadian Wholesale Hardware Association regarding the abolition of cartage charges and other trade grievances. A proposition was made that a Dominion Retail Hardware Association be formed, Secretary Wrigley having attended the Western Association convention at Winnipeg in July, but it was found impossible to carry out this project.

Second Annual Convention.

The second annual convention was held in the Labor Temple, Toronto, on March 28 and 29, 1907, over 50 delegates being present.



Crescent Brand

Registered

A Story on

—Hinge Quality—

By C. S. G. C.

A few years ago this company began to make

Butt Hinges and Strap and Tee Hinges

paying particular attention to the QUALITY of material and the workmanship. We were told that any kind ot a hinge was a hinge, and that they were not required as good as we made them.

We kept right on, and to-day we say "thanks" for the large business you are giving us.

Our competitors ask the jobbers to buy theirs at any old price—if they are not low enough to-day, why to-morrow they are lower--and jobbers who do not care for the demands of your customers ask you to take inferior goods because there is more money in it for them. REFUSE to take them, as you have been doing, and sell only Hinges that are made as "you" want them, and if your dealer cannot supply you, send your order to us and we will.

Our goods will not cost you any more than the other makes.

The "Crescent Brand"

is on every hinge and they are made only by

Canada Steel Goods Co.

Limited

Hamilton, Ontario

Probably the most important matter dealt with was the discussion upon collecting accounts, this resulting shortly after in the establishment of the "Collection Department" using two form letters drafted by Mr. Peart, of St. Mary's.

A resolution was also adopted thanking Hardware and Metal for its assistance in arousing the retailers throughout Canada in opposition to the proposed parcels post c.o.d. law. The Postmaster-General was inundated with wagon loads of petitions and letters of protest until he finally withdrew his proposal saying he "could not fight against windmills." He stated, however, that the proposal might be heard from later.

A second dinner was tendered the delegates by Col. MacLean.

The election of officers resulted as follows: President, W. G. Scott, Mt. Forest; vice-presidents, J. R. Hambly, Barrie, and J. Walton Peart, St. Mary's; treasurer, John Caslor, Toronto; secretary, Weston Wrigley, Toronto; executive, A. W. Humphries, Parkhill; D.

J. R. HAMBLY, BARRIE,

Third President of the Ontario Association.

Brocklebank, Arthur; F. Taylor, Carleton Place; G. A. Binns, Newmarket; W. A. Mitchell, Kingston, and H. Becker, New Hamburg.

Third Annual Convention.

On Feb. 12 and 13, 1908, the third annual convention was held at the Palmer House, Toronto, over 90 being registered on the delegates' roll.

The convention dealt with various questions and heard another good report on mutual fire insurance, made by Mr. Peart, chairman of the Mutual Insurance Committee. The constitution was revised and an amendment to admit travelers to membership was laid on the table for one year.

Porter A. Wright, president of the Michigan Retail Hardware Association, was an interesting visitor at the convention, taking charge of the "Question Box" discussion.

H. S. Howland & Sons, Toronto, entertained the delegates to a dinner and an invitation was received from Wood, Vallance & Co., Hamilton, to hold the 1909 convention at that city, the convention voting unanimously to accept the invitation.

The officers elected were: President, J. R. Hambly, Barrie; vice-presidents, D. Brocklebank, Arthur, and A. Ballantyne, Brantford; treasurer, John Caslor, Toronto; secretary, W. Wrigley, Toronto; executive committee, W. G. Scott, Mt. Forest; J. Walton Peart, St. Mary's; D. Cinnamon, Lindsay; R. C. Chown, Belleville; W. H. Richardson, Essex, and J. R. McMillan, Guelph.

Parcels Post C.O.D.

Amongst the many questions taken up by the Association that of the parcels post c.o.d., was undoubtedly the most important, affecting as it does practically every merchant outside the very large cities. Had it not been for the Ontario Retail Hardware Association and Hardware and Metal, it is certain that every postmaster in Canada would to-day be acting as a c.o.d. collections agent for the large mail order houses in Montreal, Toronto, Winnipeg and other cities. Hardware and Metal has on many occasions pointed out that a healthy and happy farm life will be Canada's greatest asset, and the small towns and villages are the centres around which the country residents must gather. Anything, therefore, tending to curtail the growth and destroy the life of the small country communities is a blow struck at the dynamo from which Canada must receive its life force in future. Recognizing the importance of the work of the Retail Hardware Association, the Canadian Wholesale Hardware Association, at its last convention, appointed a committee to deal jointly with a committee of the Retail Association in dealing with the parcels post c.o.d. and other questions affecting the trade as a whole.

Mutual Fire Insurance.

Nothing has helped the Retail Hardware Association in the States more than the benefits the members of the associations receive in the way of rebates on fire insurance premiums. Any member of a Retail Hardware Association is entitled to place his fire insurance with a Retail Hardware Mutual Fire Insurance Company, about a dozen of which have built up large reserve funds, besides paying annual rebates to insurers varying from 25 to 50 per cent.

The matter has been gone thoroughly into by the Ontario Association, but it has been found that the old line fire insurance companies have had their lobbyists do their work so thoroughly that under existing laws it is impossible for a mutual company to secure a charter to do business in Ontario, except by obtaining a Dominion Charter and depositing $250,000 as the Canadian Manufacturers' Association have done. An arrangement was suggested with a firm of insurance brokers representing two fire insurance companies outside the Underwriters' Association, but this was found to be unworkable. Then an offer was received from one of the most successful hardware mutuals in the States, it being proposed that the Ontario Secretary act as agent and secure insurance members to pay regular tariff rates and receive the same rebates as paid to members across the line (40 to 50 per cent. in this company). Legal advice was taken and it was found to be illegal to have any dealings whatever with a foreign mutual fire insurance company. The old line companies have the laws completely in their favor, and it now remains for the Association to demand from the Legislature the right to form a mutual fire company along the lines so successfully worked out by the Retail Hardware Associations in the United States.

The Collection Department.

Nearly two years ago the Association decided to take up the collection of ac-

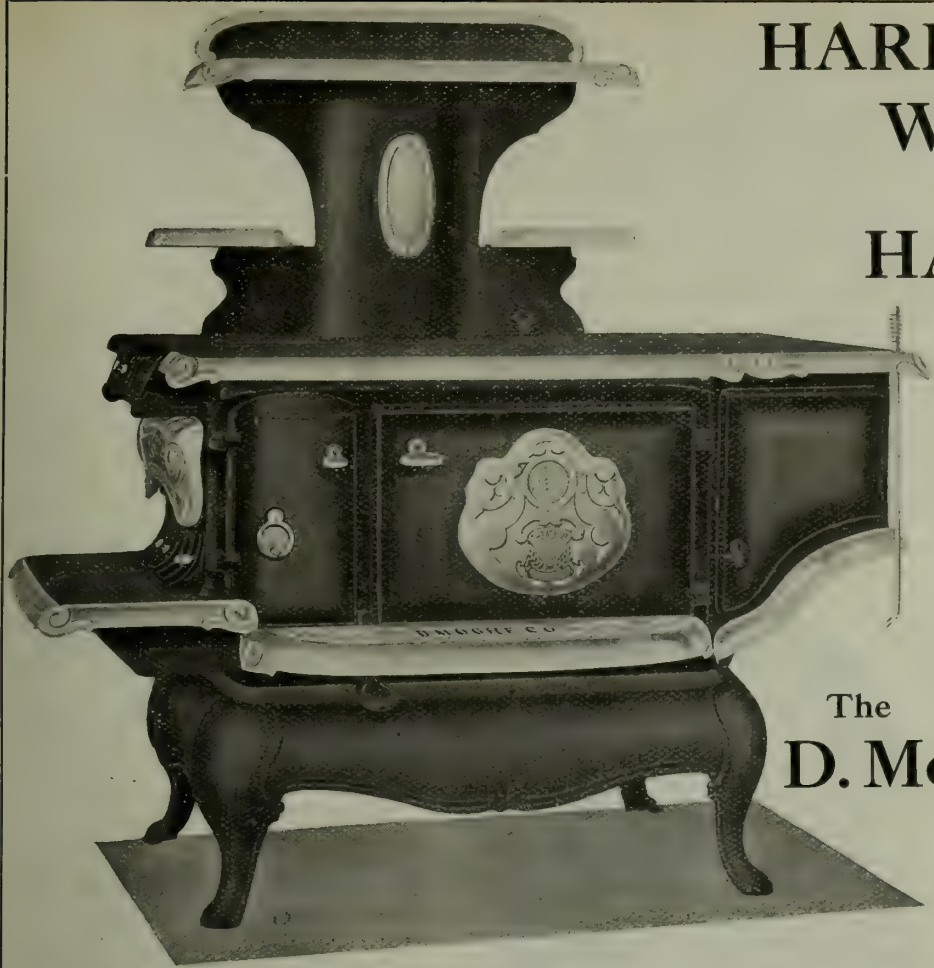
FRED C. LARIVIERE, MONTREAL,

Who Will Have Charge of the "Question Box" at Hamilton.

counts for its members, and form letters were printed for sale in 100 lots at $1, little more than the cost of printing. To date about 110 members are using the system, and the following written by C. B. Miner, Cobden, on February 1, illustrates the worth of the department:

> "Since receiving the collection letters a little over a year ago we have collected over $200 and nearly every one who has not paid has sent an acknowledgment promising to pay as soon as they can. I consider it is the best investment that I have ever made."

During the past year the department has been strengthened by an arrangement with a prominent firm of Toronto lawyers, they allowing the use of their name on the Association collection let-



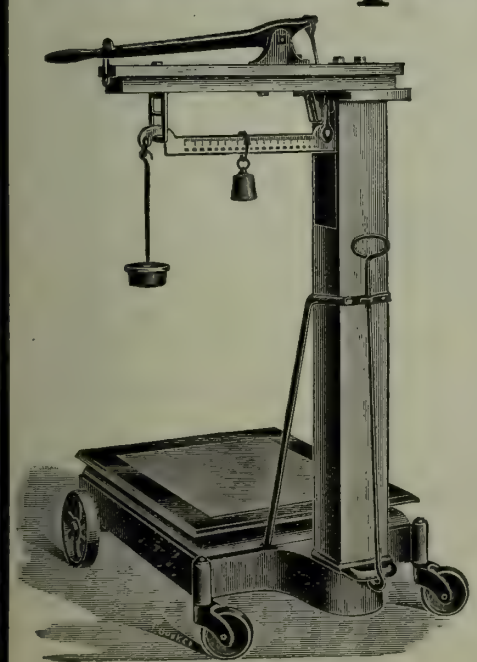
HARDWAREMEN WELCOME TO HAMILTON

AND TO VISIT
OUR SHOWROOMS
174 to 206 CATHARINE ST. NORTH

TREASURE STOVES AND RANGES
D. MOORE CO.

The
D. Mooer Company
LIMITED
HAMILTON
Ont.

Champion Jewel Scales



This cut shows our **2,000-lb. Champion Jewel Scale with Drop Lever, Fitted with Our Patent Swivel Wheels**

Where a Portable Scale is Required the Advantage of these Swivel Caster Wheels is very apparent. **They save labor in Turning and Save Straining the Scale**

Supplied Without Extra Cost

This 2,000-lb. Scale is also supplied with an iron rod or handle for pulling around; also with or without Drop Lever. The platform is very large, measuring exactly 23½ x 30½ inches. **The 1,200-lb. Champion Jewel** is also supplied with these **Patent Swivel Wheels.**

WRITE FOR PRICES

We make scales of ALL descriptions, for ALL purposes, and of ALL capacities

Our Latest Scale Catalogue is No. 66, 1908. Have You Got It?
If not, write for it

We also manufacture an extensive line of **CURRY COMBS** of all descriptions. Also Waggon Skeins, Vices, Sad Irons and Other Hardware Specialties.

The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

ters, and also agreeing to send the following letter on their own stationery for a fee of 25 cents for each letter:

Home Life Building,
Toronto, ...1909.

John Smith, Esq.,
Smithville, Ont.

Dear Sir,—We have been advised by the Ontario Retail Hardware Association that you have ignored their letters to you asking for the payment of ...., being the amount of Messrs. .. .. account against you.

Particulars of this account have been supplied you, and unless paid by you at once there is only one alternative—the issuance of a writ of summons at the next sitting of the Division Court. If the account is put in the bailiff's hands for service, there will, of course, be additional charges which you will have to pay. See that you save the incurring of these costs by attending to this claim forthwith.

Yours very truly,
LAWRENCE & DUNBAR.

The letter should prove a valuable adjunct to the Collection Department, and delinquents who cannot be brought to time with the collection and lawyer's letters are hardly worth further attention, unless they are worth sufficient to proceed against in the Division Court.

Trade Grievances.

The Ontario Association has, during its three years existence, certainly had a good effect upon the trade in minimizing the evil of jobbers and manufacturers selling to consumers at trade prices. Up to three years ago this was a growing evil, and while it cannot be said to have been entirely eradicated there certainly has been an improvement as fewer complaints are being received by the Association.

The cartage charges question has been a source of much irritation between the retailers and jobbers. The Retail Association protested to the wholesalers about having to pay cartage charges at point of shipment. The jobbers refused to make a change and changed their terms from f.o.b. cars to f.o.b. warehouse. Many retailers continued to demand rebates on cartage paid, and finally the Retail Association took the matter up with the wholesalers again, and placed the matter in the hands of J. W. Curry, K.C., to bring before the Railway Commission asking (1) that the Railway Commission abolish the special charge for cartage and include it in the freight, or, (2) that the wholesalers pay the charge. The lawyer gave his opinion that the Railway Commission would refuse to deal with the matter as outside their jurisdiction, the matter being one for arrangement between buyer and seller. The matter rests at this point at present.

Other questions as yet undecided are the requests that enamelware seconds be marked as such, that the marking of a second grade white lead as No. 1 be discontinued, and that the Division Court Act be amended to allow the collection of accounts under $25 by garnishment.

Educational Advantages the Greatest.

In the opinion of many, the greatest advantage to be gained from Association work is in attending the conventions, taking part in the "question box" discussion, taking with other hardwaremen, visiting hardware factories and seeing the exhibits, and overcoming the narrowness which is the inevitable result of keeping within the confines of one's own four walls. At the convention a dealer finds that his fellow hardwaremen are good fellows from whom he can pick up pointers worth learning.

WESTON WRIGLEY, TORONTO.

Secretary Since the Ontario Association was Organized.

The Association should pass the 300 mark in membership during the present year, over 250 being now enrolled. Many who were brought in by organizers in the early days of the Association, and who have failed to attend recent conventions, have failed to keep up their dues, and a dozen or so have withdrawn from membership. At no time in the history of the Association, however, has there been a better satisfied membership than at the present time.

Gaining in Prestige.

And that the prestige of the Association is growing is shown by the action of the Wholesale Association in co-operating with it and by the steady increase in members from the larger cities and towns. In the first year the officers all represented towns and villages, the largest being Barrie, with 7,500 population. In the third year, Brantford, Guelph and Belleville, all progressive cities, are represented on the executive.

All credit to the far-seeing retailers in the smaller towns who brought the Association into existence, and more strength to the dealers in the larger cities who are now giving the organization the benefit of their wider experience.

J. WALTON PEART ILL.

There will be one vacancy on the council board at the Hamilton convention next week, in the person of J. Walton Peart, St. Mary's, one of the founders of the association and undoubtedly the most active executive member, he having done the bulk of the work on the mutual insurance committee, as well as being chiefly responsible for the establishment of the Collection Department.

Seven weeks ago Mr. Peart had to take to his bed with an illness which developed into typhoid fever. It is understood that he is now past the danger point, but it will be a couple of weeks before he can sit up and considerably longer before he is around again. Mr. Peart never appeared to be over-endowed with strength and his numerous friends will hope that his present illness will act as a tonic and his health in future will be much improved.

During the past year Mr. Peart took an active part in establishing the St. Mary's Woodenware Co., manufacturers of hockey sticks, etc., he and Mrs. Peart making a trip as far west as Portland, Oregon, last summer.

St. Mary's Hardware, Limited, will be represented at the Hamilton convention by W. R. Carr.

MARITIME HARDWARE MEN IN WEST.

W. E. Robertson, Halifax, President of the Maritime Wholesale Hardware Association, and W. Shives Fisher, St. John, past president, visited Montreal and Toronto last week to confer with members of the Canadian Wholesale Hardware Association on the question of shortening the terms of credit on hardware from 90 to 60 days. The matter will be discussed at a meeting of the Canadian Wholesale Hardware Association at Toronto next Tuesday.

SPECIAL RATES INCLUDE LADIES.

Several members have written asking if the special railway rates include the wives of members.

Yes, any member can bring his wife, his daughter, his son, his clerk, or any one else excepting, of course, some other man's wife. The only stipulation is that those coming must be in connection with the convention as the secretary must sign all certificates. The more members who bring their wives the more likelihood of reaching the 300 limit and securing the return fare free.

Amongst those who expect to be accompanied by ladies are J. R. Folsetter, Ayr; W. J. McAllister, Kincardine, and J. D. Smith, Baysville.

Ontario Retail Hardware Association

Programme of Visits to Manufacturing Plants
February 11th

Canadian Shovel and Tool Company

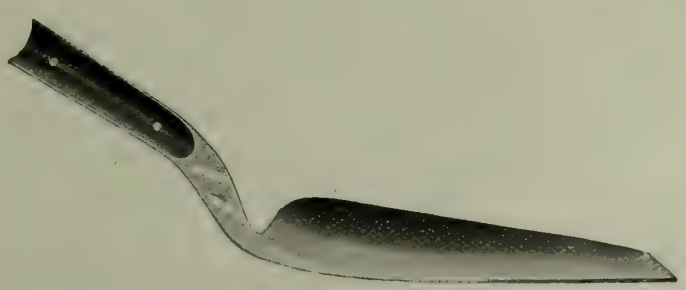
"We Extend You a Cordial Welcome"

BULL DOG
1st Grade, $19.50

FOX
4th Grade, $12.50

Solid Neck, Straight Sockets
for Handle

"MADE FROM ONE PIECE HIGH CARBON BAR STEEL, WITHOUT WELD"



Sectional View of Finished One Piece Square Point Shovel Showing Gauge or Thickness of Steel at Different Points.

CANADIAN SHOVEL and TOOL CO. Limited, HAMILTON, ONT.

What Members Say About the Convention

"Nothing but the smallpox or German measles will prevent the writer attending the convention at Hamilton next week."—W. G. Pow, Tillsonburg.

"I hope your membership list is gaining. I have been trying to get our opposition to join but do not know whether I will be successful or not."—J. B. Carscallen, Dresden.

* * *

"I would not like to miss a meeting of the association."—J. S. Allen, Burlington.

* * *

"After last year's experience at the convention, I certainly mean to be tagged this year. I feel it is a 'Mutual Benefit Association,' whereby we may insure prosperity to our business, reaping immediate benefits, as no member can leave the convention without having profited by the open discussions, and private talks among members, and it only remains to put into use the knowledge thus obtained to reap the benefit. I hope each member who goes to reap, from what others sow, will go prepared to sow, that others may reap. This means success. The Question Box is a fertile spot to drop the seed in."—W. F. McPherson, Prescott.

* * *

"W. D. Dewar will represent us at the convention in Hamilton. He is also taking with him Findlay V. Ryan, who is working with us in the business."—Mackie & Ryan, Pembroke.

* * *

"We wish you continued success in steering the hardware interests."—Adamson & Sproule, Orangeville.

* * *

"Would it not be well to have the question of oil manufacturers selling oils and greases direct to mills and threshers taken up at the convention. McCall Bros. used to have a good trade with the merchants at Caledonia, but they went after the threshers' trade direct and consequently I believe they only have one account with merchants here now as the result."—McGregor & Co., Caledonia.

* * *

J. C. Chalmers, Palmerston, who was asked by one member to attend the convention and give his experience with the cash system, writes:—"I intend to be present and will be only pleased to give any information I can regarding the cash business, which is, to my mind, a howling success but I will not attempt to express myself publicly, as this is out of my line."

* * *

"We notice in Hardware and Metal that you have received $1.20 from Udney and that you are looking for an owner. We sent out a notice for this amount to "H. L." of Rathburn, but as he lives between that place and Udney it might be just possible that his address is Udney. If same is for us please deduct amount of postage from the same when remitting. We find the collection forms very satisfactory as they are a great help in getting in small amounts which are hard to get otherwise. Hoping to have the pleasure of seeing you at the "Meet," which, no doubt, will be larger than ever."—MacNab Bros., Orillia.

* * *

"At the annual meeting two years ago I advocated the mapping of Ontario into workable districts, that had much in common, and that these district associations would meet and discuss what concerned them locally, appoint delegates to a general association, and, if need be, pay their expenses. Consider what it would cost in time and money for a hardwareman at Kenora to go to the meeting in Hamilton next week! It will take a full week for a Kenora, Fort William or Port Arthur hardwareman and cost fully $100. Now how much have we New Ontario hardwaremen in common with say the men of Chatham or Windsor? Some lines are common to all, but many are not. Ontario is a large province and a few men in the frontier counties cannot adequately deal with matters that concern all the immense country behind the lakes. This is my view and I think I am right. You may lay this before the association if you think it worth while."—Jas. Purvis, Sudbury.

EXHIBITORS AT CONVENTION.

The following firms have arranged to make exhibits at the Waldorf Hotel, Hamilton, during the convention on Feb. 9, 10 and 11:

Taylor-Forbes Co., Guelph; D. Maxwell & Sons, St. Mary's; E. C. Atkins & Co., Hamilton; S. F. Bowser & Co., Toronto; Gillette Saftey Razor Co., of Montreal; AutroStrap Razors, Montreal; Shurly & Dietrich, Galt; Canada Paint Co., Montreal; Standard Paint Co. of Canada. Montreal; Metallic Roofing Co., Toronto; Brantford Roofing Co., Brantford; F. W. Bird & Co., Hamilton; John Mansville Co., Toronto; Dowswell Mfg. Co., Hamilton; Gurney-Tilden Co., Hamilton; Supreme Heating Co., Welland; Jones Register Co., Toronto; Carborundum Co., Niagara Falls, N.Y.; Canadian Hart Wheels, Hamilton; Pittsburg Perfect Fence Co., Hamilton; Canada Wire Goods Mfg. Co., Hamilton.

The following firms may also exhibit: Canadian Cordage Mfg. Co., Peterboro; Lufkin Rule Co. of Canada, Windsor; Dover Mfg. Co., Canal Dover, Ohio; Moffat Stove Co., Weston; Boss Washing Machine Co., Cincinnati, Ohio.

THE QUESTION BOX.

Here are a few questions handed in for discussion during the "Question Box" feature of the retail hardware convention at Hamilton next week:

What is the best method of keeping show windows free of frost?

* * *

What has been the experience of members with window displays of one line of goods, safety razors, for instance?

* * *

What kind of advertising by manufacturers is most helpful to the retailer?

* * *

Is it not good policy for hardware merchants to take an active interest in movements tending to educate the farmers and help them to make their farms more productive? Will this not bring more business to the hardware store?

* * *

Do you use the charge key on a National cash register with satisfactory results and, if so, did you have any difficulty in accomplishing it? The writer has a six drawer machine.

* * *

What advantage can a retailer secure from his banker? Can a line of credit be arranged covering a year and can bank exchange be overcome?

* * *

Could the association secure data from members to the cost of doing business in order to help members in figuring their costs properly?

* * *

What is the best method of making clerks good salesmen?

* * *

Should clerks be paid by the hours they work or the sales they make, and what should be a good day's sales for a clerk?

* * *

Does it pay to keep a retail store open after 7 p.m. on ordinary week days?

* * *

Is it advisable for a successful retail firm to establish a branch store in an adjoining town or village?

* * *

On what class of goods do hardware merchants experience mail order competition the keenest?

* * *

Does good buying depend mostly upon price or upon selection and quality?

* * *

Does it pay to use the long distance phone in ordering goods?

* * *

What percentage of sales should stock be?

* * *

Is it possible to increase the margin on staples and decrease it on other lines?

* * *

Should we encourage manufacturers of patented specialties to establish a uniform retail price?

* * *

When is a jobber or manufacturer justified in selling outside of regular channels?

Convention Notice

Do not fail to see us in Room 34, Waldorf Hotel, Hamilton, the Convention Headquarters, Feb. 9th, 10th, and 11th.

We are the only manufacturers of Metallic Shingles, Siding, Ceiling and Lath who have protected the trade for 24 years.

Most metal roofing manufacturers are going direct to the consumers.

If we are to continue protecting you it will be necessary for you to protect us by pushing the sale of our "Metallic" goods.

There is money in it for you.

Will you do it? Or must we also go direct to the consumer?

It is for you to say.

The Metallic Roofing Co., Limited

Manufacturers

Toronto - - Winnipeg

TRAVELERS IN U. S. ASSOCIATIONS.

A. R. Sale, secretary of the Iowa Retail Hardware Association, writes.—"Our association admits travelers as honorary members, they paying a fee of $1, which entitles them to a badge. We do not permit honorary members to participate in the discussions in the meetings, unless in the case of some who have retired from the hardware business, and have taken an honorary membership, on account of their retirement. These being old hardware merchants, we, of course, give them all the privileges of the convention meeting. We are also arranging for the fourth day of our convention, a special traveling men's hour, this to be in charge of three prominent traveling men of the state, who will furnish us with topics that they wish to discuss. All traveling men are requested to be present and take part in the discussions."

J. Frank Barr, of the Nebraska Retail Hardware Association, writes:—"We are very glad to have traveling salesmen in our association and we charge them only a nominal amount of dues, being $1 per annum. We find that they are the best "boosters" and always have a good word to say for our association and influence, a great many retail merchants to both join the association and attend our annual convention. We admit them to all meetings except the executive sessions, where none except the members are admitted."

M. L. Corey, secretary of the Indiana Retail Hardware Association, writes:—"Our experience with travelers as associate (or honorary members as we call them) has been satisfactory. As a rule we have not found that they bring us in many new members, but they are always talking and building up favorable sentiment. They are very useful when it comes to making our conventions pleasant and agreeable as their acquaintance is a very wide one. In some states they pay as high as $5, but in nearly all the rate is $1. In our state this includes admission to any open sessions, subscription to the National Hardware Bulletin and anything along the line of entertainment that our association furnishes, also a badge. We admit honorary members to any of our open sessions and they frequently take part in the discussions."

L. D. Nish, secretary Illinois Retail Hardware Association, writes:—"Our association has never induced the traveling men to enroll themselves as members of our association, although some of the State Associations have done so. However, the traveling men have been induced to co-operate in securing some members and some of our good traveling men have brought in as high as 30 or 40 members in one season. It has been our practice for several years to have but one open meeting, the remaining meetings being executive sessions, open to members only."

M. S. Mathews, secretary Minnesota Retail Hardware Association, writes:—"We have an excellent organization in Minnesota, with very nearly nine hundred members paid this year, and the coming meeting is our thirteenth. We have never made effort to gain associate members, and with two exceptions, our membership is straight retail hardware."

A "MADE IN HAMILTON" EXHIBIT

A Departmental Store Display Full of Suggestions for Hardwaremen—A Hardware Store That Has Grown Into a Large Mail Order House.

With the hum of dynamos and the buzz of machinery, the "Made in Hamilton" exhibit of the Stanley Mills Company, to which the delegates to the Ontario Hardware and Stove Dealers' Association convention have been invited to secure an idea of the magnitude of Hamilton's manufacturing interests, was opened on Wednesday, the exhibit comprising the entire third floor of the big department store developed by Stanley Mills, an old hardwareman, who still conducts a straight hardware store as an integral part of the business.

There are a number of exhibits which are not particularly hardware, but the majority of them are of interest to the hardware trade. An array of pretty booths and machines decorated with electric lights makes the exhibit very attractive. All of the hardware exhibits are for the most part on one side of the room and a shaft running behind the booths supplies motive power for the machines. One of the first exhibits

Ontario Lantern & Lamp Company,

LIMITED

Cannon and Ashley Streets,

HAMILTON, - ONTARIO

The Home of

"Banner" Lanterns and Burners

"Brilliant" and "Shelby" Incandescent Lamps

Welcome

To each and every member of the Retail Hardware Association we bid a hearty welcome to the "Ambitious City," and extend an invitation to visit our factory at any time during the Convention.

which catches the eye is that showing the saws manufactured for Stanley Mills in St. Catharines and which are shown in their various stages of manufacture. Then comes the Dowswell Manufacturing Company exhibit, showing the lump of rubber imported from South America and made into rollers for the wringers.

The exhibit of the Hamilton Steel and Iron Company is about the most interesting, showing how pig iron is made from a combination of charcoal and iron ore, as well as how the pig iron by the influence of natural gas is made into steel and how the steel is turned into all kinds of iron work before it leaves Hamilton.

The Canada Screw Company's exhibit of the manufacture of screws is also interesting as is that of the Canada Steel Goods Company, illustrating the manner in which steel whiffle trees, steel door hinges, etc., are made. The Gurney-Tilden Company is displaying its new line of builders' hardware, such as fancy door locks of all styles and materials.

In the exhibits of the Meakins Brush Company are shown all sorts of brushes which until a few years ago were imported from the United States. The Dominion Belting and the Commercial Oil Companies' displays are aslo attracting considerable attention, as is that of the Canadian Drawn Steel Company.

Very interesting exhibits are those of the Canadian Westinghouse Company and the Cataract Power Company, which demonstrated the evolution in the electric art. Such recent inventions as electric smoothing irons, heaters, etc., as well as the well known "Brilliant" incandescent lamp made by the Ontario Lantern and Lamp Company, are shown along with a good display of their lanterns arranged in tiers to be seen to advantage.

Farther on are shown several machines in operation, including a stitching machine of James Jolley & Co., and a large tinners' power press of the Brown, Boggs Company, which practically has a monopoly in this line in Canada. The Canadian Meter Company is exhibiting an acetylene gas meter which is mostly for private gas users and is more than ordinary interest.

The display of wire goods by the B. Greening Wire Company demonstrates more than words can tell what an important adjunct this concern is to Hamilton's manufacturing industries. Every kind of wire in use in Canada to-day is exhibited there, from the fine green wire cloth, of which the firm are the sole makers in Canada, to the heavy cables and wire reinforcing for concrete walks.

The exhibits which probably will attract the interest of the manufacturers more than anything else is that of the technical school. Students are on hand showing how the scholar is taught to be a proficient mechanics.

The Burrow, Stewart & Milne Company has an interesting display of gas and coal oil stoves and scales, while the F. W. Bird & Son Company is exhibiting its well-known Paroid roofing paper. Other concerns which have space are the Hamilton Mirror Plate Company, the Domestic Specialty Company and Chadwick Bros., manufacturers of electrical supplies.

As Mr. Stanley Mills is a member of the Ontario Hardware and Stove Dealers' Association the delegates to the convention can be assured that they will receive every attention from them so far as seeing and enjoying the exhibition is concerned.

Patronize Home Industry.

Three years ago Stanley Mills conceived the idea of a "Made in Hamilton" show and he is now for the fourth time featuring the event. The idea appeals to the local pride of the citizens and encourages unprogressive firms to make their wares known. For instance, there is an Axminster carpet factory in Hamilton which was practically unknown to the great majority of the citizens until the exhibit was made in the Mills store.

A year ago the accompanying advertisement was run in the Hamilton papers, the aim being to appeal to the people of Hamilton to support local factories and stores. And a glance at the "bricks" in the structure shows how important hardware industries are in the "Industrial City."

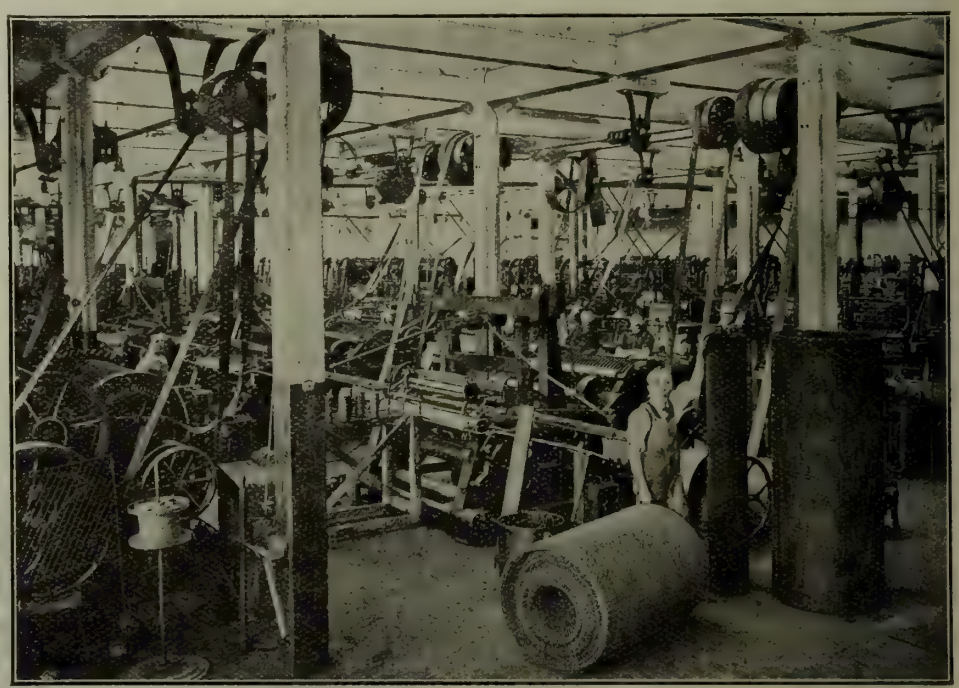
The Peterboro Hardware Company last year used a similar idea in their "Made in Peterboro" window display and it is understood the Eaton Company are to put on a "Made in Canada" exhibit in their Toronto store this month.

A new idea attracts attention and the progressive hardwareman is always on the alert to pick up a suggestion and develop it to suit his local conditions. Many will, therefore, visit the exhibit and make the acquaintance of Stanley Mills, who is an enthusiastic advocate of both buying and selling for cash and ever-ready to express his ideas on business matters.

THE GREENING WIRE PLANT.

During a recent visit to this establishment, a representative of Hardware and Metal was much impressed with the extent of the additions made to the buildings and plant in the last eighteen months.

The new weaving mill, shown in the accompanying illustration, is one of the best structures of its kind in Canada, being 260 feet long by 130 feet wide. At the end is a temporary enclosure, which will be removed and further extensions made, as soon as trade warrants it. The building is devoted entirely to wire weaving machinery, and it was interesting to see the ponderous looms, some of them over 15 tons in weight, making, with apparent ease, extremely heavy smoke stack netting, mining screens, etc., as wide as 72 inches; and the fast-running smaller looms engaged in making meshes as fine as No. 70 of brass wire for sleeping car ventilators.



Interior of B. Greening Wire Co.'s Weaving Mill at Hamilton.

The other new buildings in the plant are the wire mill, cleaning house, with a capacity of 50 tons per day, and the carpenter shop, which is isolated from the other buildings, the increased yard room being used for the different kinds of lumber.

We can only make casual mention of the many other interesting features of

"Brantford" "Roofing"

From

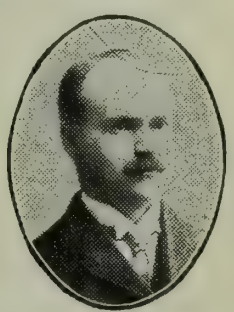
Manufacturer to Retailer

The Policy of the Brantford Roofing Co., Limited, in the distribution of their goods, is, and will continue to be through the **Retail Dealer,** so long as proper and reasonable effort is made on his part to obtain orders for **Brantford-Roofing.**

The Executive Officers
Brantford Roofing Co., Limited
The People With Whom You Do Business

President

Sec.-Manager



Vice-President

A. B. G. Tisdale

D. H. Smith

G. N. Huff

G. W. Brohman

Ontario Salesmen
The People You Know

Our 4 grades of Roofing for 1909 eclipse anything heretofore produced

Brantford-Asphalt
Brantford-Rubber
Brantford-Crystal
"Mohawk"

WRITE FOR PRICES AND SAMPLES
OUR NEW CHEAP BRAND OF ROOFING

BRANTFORD ROOFING CO., LIMITED, BRANTFORD, CAN.

this important industry, such as wire rope spinning, wire drawing and galvanizing, poultry netting twisting machines, presses for perforating all kinds of metals, for all purposes, automatic wire chain machines for making the celebrated Greening's chains, etc. These processes are carried on in the older buildings.

The members of the Retail Hardware Association will visit this industry in a body on Feb. 10, and the firm expressed much pleasure at the anticipated visit.

every delegate at the Ontario Retail Hardware Association convention at Hamilton next week.

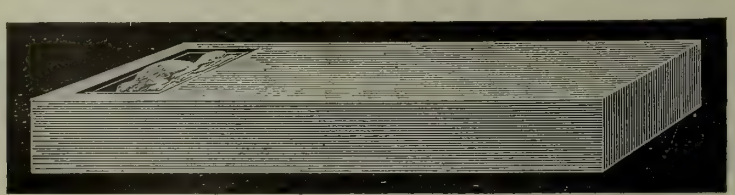
Hamilton and Toronto Sewer Pipe Co.'s Works at Hamilton.

HAMILTON SEWER PIPE WORKS.

One of the oldest factories in Hamilton is that of the Hamilton and Toronto Sewer Pipe Co., which was established in 1860. Their works are located on Wentworth Street at the crossing of the Grand Trunk Railway and their present plant is the largest and most modern in Canada, they having ten large kilns which turn out large quantities of excellent sewer pipe. The factory is two stories high, with a large drying room on each floor, enabling them to take the pipe from the presses and place them on each floor, so that there is no extra handling from floor to floor on elevators such as is seen in many other sewer pipe factories and thus avoiding crooked ends and bent pipe. A large stock at all times is carried in extensive piling grounds the company's business extending to all parts of Canada. Hardwaremen, when in Hamilton are invited to call on them and see what a modern plant can do.

SOUVENIR OIL STONE.

The Canadian Hart Wheels, Limited, Hamilton, are introducing a new oil stone having very quick cutting qualities known as the "Beaver," and are planning to present a sample stone to every delegate at the Ontario Retail Hardware Association convention at Hamilton next week.



Beaver Oil Stone, Made by Canadian Hart Wheels, Hamilton.

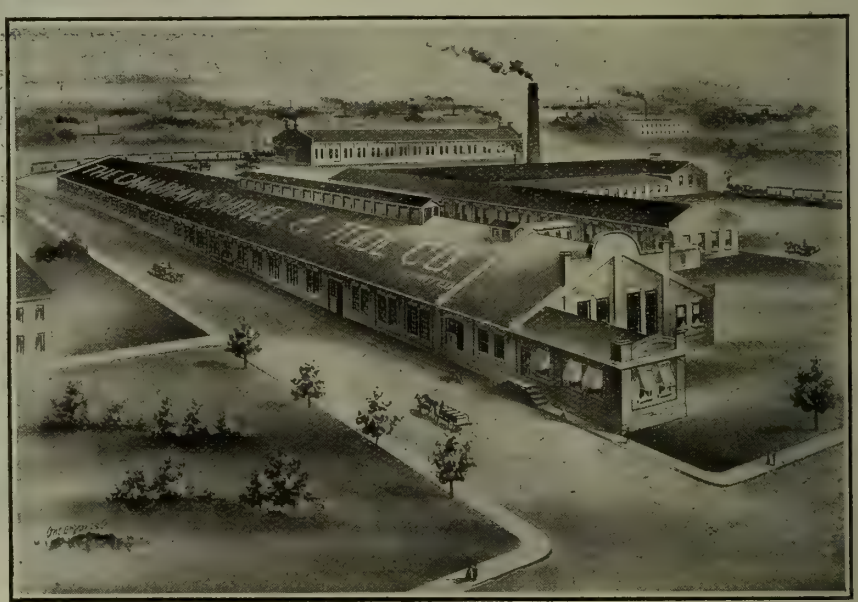
The stone gives a very fine edge and is made in a number of different degrees of coarseness. The company have had the new stone tested in Canada and the United States, and guarantee it to equal anything on the market. As this is the first stone of its kind ever made in Canada the samples distributed will undoubtedly be examined carefully and valued as souvenirs.

The company are just issuing a new catalogue for their sharpening stones and in it state that the Beaver stones are of an entirely different nature than emery goods, being adapted for similar uses to the Arkansas, Washita and other natural stones. In addition to the Beaver stones the catalogue illustrates emery and corundum scythe stones and knife sharpeners, axe stones, rubbing blocks, files, grinders and wheels. The book is known as Catalogue "D," and copies will be forwarded to any Canadian dealer on request.

SHOVEL AND TOOL WORKS.

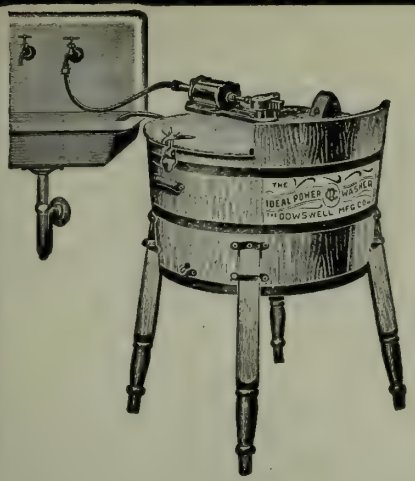
The Canadian Shovel & Tool Co.'s new plant situated in the new manufacturing district of Hamilton, was started in 1905, and after four years their Bull Dog and Fox Shovels are favorably known throughout the Dominion.

Great attention was paid to the design of their plant and after a careful and elaborate study of the shovel plants of Great Britain and the United States, they have what they consider the most complete shovel plant on the continent. Their power is supplied by electric motors which are attached in many cases to individual machines and are driven by Morse Chain drives and in the polishing and finishing departments the line shaft is carried in an underground pit which drives from below, leaving a clear floor space for other operations. Natural gas and oil are used for fuel.



Canadian Shovel & Tool Co.'s Plant at Hamilton.

The company owns the "Skelton" patent for the manufacture of Solid Shank shovels and spades and their machines are built to special design for the manufacture of this tool, which is radically different from any other shovel manufactured in Canada. From the time that the bars of steel enter the door, it is one continual process, the raw product making a complete circuit of the factory until it reaches the warehouse a finished tool. They have perfected a Split "D" Handle, which is claimed to be much superior to the ordinary type of "D", and owing to the fact that they make these handles themselves, they guarantee the trade a better grade of wood than they could supply formerly. It is a very interest-



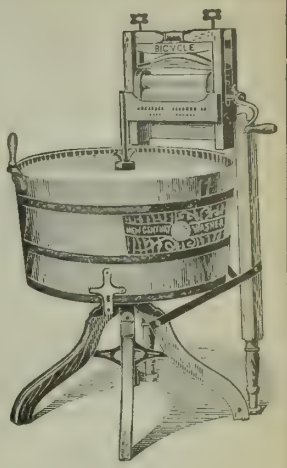
The Dowswell Mfg. Co., Ltd.

Hamilton, Ontario

Manufacturers of all the leading and best lines of

Washing Machines, Wringers, Churns and Egg Crates

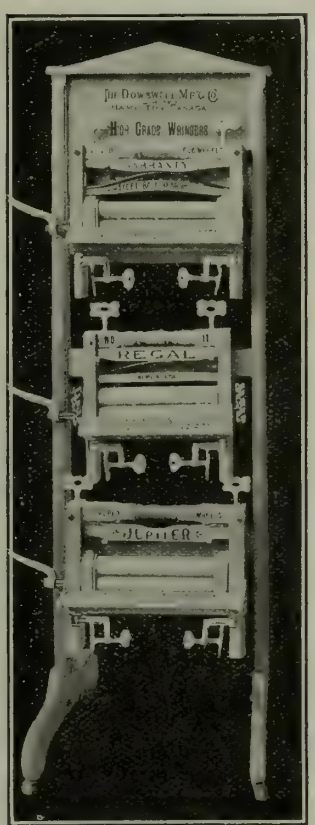
that are in demand



Style B
Patented 1898 and 1907

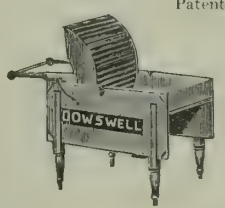
53 Styles 4 Sizes

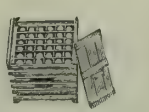
CLOTHES WRINGERS



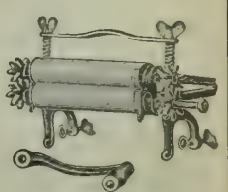
21 Styles Hand and Power

WASHING MACHINES





Egg Crate



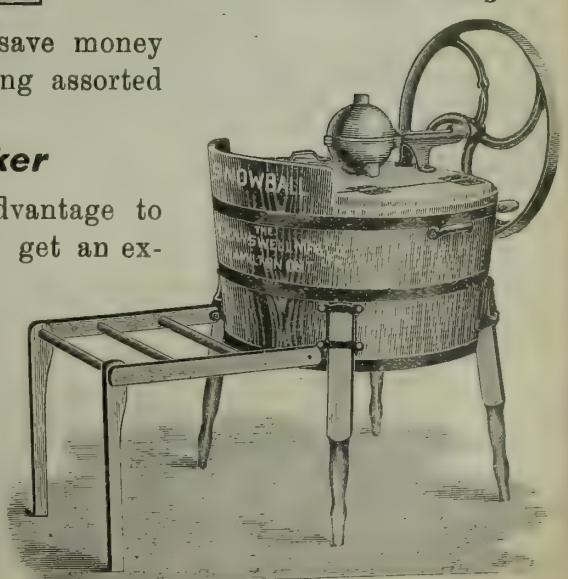
8 Sizes.—Revolving Barrel Churns

Bench Wringer

Jobbers can save money and space by buying assorted car-loads from

One Maker

It is also an advantage to Dealers to be able to get an extensively advertised and popular assortment from their Jobber.



ing operation to see the formation of this new "D" Handle, which is very radically different from the old type of "D" and visitors to the plant during next week's convention are expected to be interested in the process.

CONDUCTS A CASH BUSINESS.

An interesting little hardware store at Hamilton is that of the Mills Hardware Co., 94 John Street South, a couple of blocks in the rear of the Waldorf Hotel. Mr. Mills, who conducts the store, has had considerable experience in Western Canada, and is an advocate of showing all goods he can in such a manner that customers can pick up and examine any article they fancy. In this way, he contends, the goods sell themselves.

The bin system is used in the store, similar to the 15 cent stores but as 75 per cent. of their business is done with the farmers the firm adapt themselves to farmers customs and show goods suitable for this class of trade. All seasonable goods are shown on the ground floor and heavy goods are brought to customers' attention by hangers such as are shown in the illustration.

A few points Mr. Mills emphasizes are 1, a cash business; 2, a bright, clean store; 3, all goods in plainly shown; 4, goods priced in plain figures; 5, wide awake clerks; 6, plenty of good advertising; 7, good show windows; and 8 push the goods that bring the best profits.

Mills Hardware Co.'s Store at Hamilton.

HAMILTON'S STORE'S SIDE LINE.

Thomas Ramsay, Hamilton, whose store is on the Market Square, is showing a novel side line in the form of a rack of Indian-made bows and arrows. Mr. Ramsay got a lot of these in the summer of 1906 and they sold very quickly. His present lot were received too late in the summer to move out, and they are not a line that can be pushed in the winter, but when spring opens Mr. Ramsay expects to sell them easily with a good margin of profit.

GETTING RID OF ODD LINES.

P. E. Boniface 57 John St., Hamilton, who does a good country trade in housefurnishings, displays a large clothes basket inside his store door labeled "Snaps, 5 cents." The basket is filled with parcels neatly wrapped and all containing dead stock articles retailing from 5 cents to 15 cents. Mr. Boniface states that he finds this a good method of getting rid of odd lines, the basket accomplishing a two-fold object, that of disposing of dead stock at about cost, while also catering to the human nature of customers, many of whom take a chance in the "grab bag" and afterwards tell him "Why that's just what I want." And when women customers get a 15-cent article for 5 cents they are pleased with themselves and are better friends of the store.

Benefits of Local Associations

An Address by H. L. Anderson Before Southern Jobbers on the Value of Local Associations—Be on Friendly Speaking Terms With Your Competitor —Help Him and He Will Help You.

I know that every member loves our association, not only for the good it has done us, but for the strong ties we have formed, and we look forward each year with delight as the time rolls around to meet at our next gathering, and, gentlemen, if you will form a local association, you will look forward with just as much pleasure as the time rolls around for you to have your local meeting, and my word for it, it will be just as much if not more money in your pockets to have and cultivate these meetings.

I would not under-value our association, but local associations are quite as important as the large association. It is just as important to know and get better acquainted with your competitors in your home town. I have in mind one man who said he never went into his competitor's store or spoke to him if he could avoid it, and he went broke. Now I am not prophesying that you will break if you do not form and have a local association. This particular party broke because he did not get enough profit on his goods. He tried to run his competitors out of business, and in doing this, he put himself out. Now how much better it would have been if this man had desired his neighbor's welfare, had a friendly talk with him and helped him to get a profit on his goods; stop trying to sell axes at cost and trying to make it up on some other item.

Should Work Both Ways.

The trouble with some of us is, we are perfectly willing that the other fellow hold up his prices and we be allowed to sell at any old price we see fit. We should be allowed latitude because of the fact we cover more territory and sell more goods than our neighbor. In forming a local association, we are inclined to expect too much all at once. We have been fighting each other too long to reach perfect harmony on the jump. When our neighbor or competitor falls down, be just as lenient with him as you would expect him to be with you were you placed in his position.

Take a look at the manufacturers we buy from. At least fifty or a larger percentage of the goods are bought from firms or manufacturers who have their friendly meetings. Then all the more important is it that the firms distributing these goods should work in harmony with each other. You will have, say, No. 6 and No. 8 shot-loaded shells and be out No. 7 and your neighbor may be long on No. 7. You call on him, and he will be only too glad to have you come over and talk with him, and he will give you in exchange the No. 7 for the No. 6 and No. 8, and in doing this you will get on better terms.

Take poultry netting for instance. You doubtless observe that I use poultry netting to illustrate my position, and I do so with the hope that my netting may be sufficiently strong and attractive as to catch and hold in its meshes the attention of my fellow members, who are willing to be moved by the incentive of better profits and a higher integrity. Frequently your neighbor across the street or on the other side of town is long on 4-ft. netting, and you happen to have every other size in stock, but happen to be out of the 4-ft. He would be just as anxious to have you exchange with him

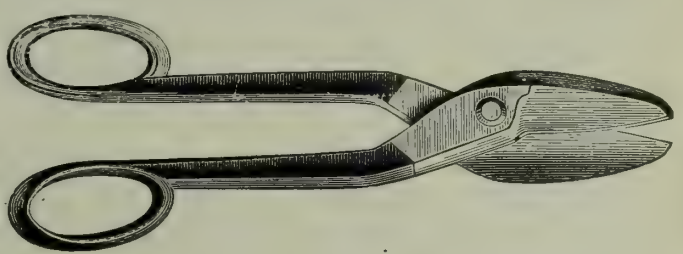
ATTENTION

IS IT

TINSMITH'S TOOLS
TINNER'S SNIPS
TINNER'S HAMMERS
RIVET SETS
HAND GROOVERS
GASOLENE FIRE POTS

Then we have them.

During "Convention week" in Hamilton, we will be glad to have a call from any of the delegates, interested in the above.



THE BROWN, BOGGS CO., Limited, HAMILTON, ONT.

Where Money is Made

The Canadian Mint, containing the finest lock equipment in the world, is

LOCKED WITH GURNEY-TILDEN LOCKS

The various Departments are "Master-keyed" and "Grand Master-keyed" in the most intricate manner, and the entire equipment indicates the high excellence of our line.

We also make medium and low grade lines, and are in position to handle the entire requirements of Canadian Dealers.

We solicit your orders for our lines. Order direct or through your jobber, but specify Gurney-Tilden Goods.

The GURNEY, TILDEN COMPANY, LIMITED

HAMILTON, ONT.

and swap you the size you are out of and get in exchange some of the other sizes. In doing this you can the better serve your customer, rather than keep him waiting two and sometimes three weeks for what you could get for him at no expense to yourself, simply the time it takes to call on your neighbor. He has just as big a heart as you have, and the Lord made him just as well as he made you.

Overstock and Shortages.

Seriously, gentlemen, you will serve your trade and customers better by having a local association. One of our customers may be in a shaky way and wants to owe you too much money, and your neighbor may be as good if not a better credit man than you are, and in this manner you will save money that you would possibly lose, or if your customer is worth saving, your neighbor will join hands with you and possibly save a good man, when if you were fighting each other, it would be impossible to get together on any kind of a friendly basis.

Take the item of strap hinges. You have run low on the 6-in. and have too many of the other sizes in stock to order a car, and you can only compete by ordering in car lots, and just at this time it may be that your neighbor is long on 6-in. and short on the other sizes you have, then look at the interest you will have by keeping your stock down by reason of making a friend of your competitor. If you can save money by filling in your shortage from your neighbor, why not do so? You are not in business to buy goods from factories only. If you can make money, and that is what you are in business for, unless you have all the money they want and are in business simply for the love of it, buy from your neighbor. It may be that at sometime you will want him to help you unload.

There was never a plainer proposition and a truer one than "In union there is strength," and to better illustrate this, I give you the old adage of the father's advice to his sons and he illustrated it by a bundle of switches. He had ten sons and he took a switch for each boy, bound the switches together, and called each boy separately to break the bundle. When each in his turn failed completely to break them, he then pulled out one switch and they found no trouble in breaking it, thus showing the wisdom of an undivided front.

CHECKS AS VOUCHERS.

MacNab Bros., Orillia, have an office system which might be explained at the convention for the benefit or criticism of other members. They make every cheque act as a voucher and file them away on their return from the bank. On the back of each cheque is stamped the following :—

No Receipt Necessary.

This cheque is in settlement of the following invoices. If incorrect please return :

Date	Amt. Invoice	Cash Discount	Remarks

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Plasterers' Tools.—Norbert & Lymburner Three Rivers, Que., ask for the names of firms making and dealing in plasterers' tools and supplies and issuing catalogues of same.

E. C. Atkins & Co., Hamilton,, and Henry Disston & Sons, Toronto, are makers of plasterers' trowels; W. G. Wright, Hamilton, makes cement trowels and Shurly & Dietrich, Galt, are makers of plasterers' tools and supplies.—Editor.

Soap Stone Griddle Irons.—The Collins Mfg. Co., Toronto, ask the name of makers of soap stone griddle irons.

The Pike Mfg. Co., Pike, N.H., are makers.—Editor.

Address of Magazine.—"Salesman" asks the address and subscription price of System.

Published at 151 Wabash Ave., Chicago, at $2 per year.—Editor.

Angle Iron.—J. E. Hussey, Melbourne, Ont., asks for names of manufacturers who sell angle iron and flat iron bent in circles for use in galvanized tanks.

Wheeler & Bain and the John Whitfield Co., both at Toronto, can supply these if furnished with specifications.—Editor.

WIRE DOOR MATS.

The B. Greening Wire Co., Hamilton, are calling attention to their new Interlocked Wire Bordered Door Mats. While retaining all the good points of their Standard Iron Framed Mats, they claim they have been able to greatly reduce the cost of manufacture, and now offer to the trade an article that should prove an immediate success, its low price making it a splendid seller. The mats are supplied in any desired length as they can be rolled up for shipment.

BENEFIT TO TRAVELERS.

The Commercial Travelers' Mutual Benefit Society held its annual general meeting on Saturday, Jan. 30, in the society's rooms.

The president, S. R. Wickett, presented the annual report, which showed that 176 new members joined in 1908, and $32,500 in death claims was paid out. H. Goodman, treasurer, drew attention to the fact that the investments, amounting to $55,068.97, were all firs-class and drawing good interest.

Two proposed amendments to the by-laws were considered but not adopted. The first was by E. Fielding, "That the president, vice-president, and treasurer should be elected for a two-year term instead of one." The second was by the the late C. E. Kyle, "That all the nine Toronto directors should be elected yearly in place of for three years as at present."

The vice-president, Mayor Oliver, of fered some valuable suggestions for the guidance of this year's board. Messrs. Laurie, Hector and others discussed methods for increasing the membership and limiting the number of lapses, and the members appeared satisfied with the year's work and the prospects for the future. John Burns, past president of the Commercial Travelers' Association, took his seat as a director in place of C. E. Kyle, deceased.

The officers for 1909 are: S. R. Wickett, president; Mayor Oliver, vice-president; H. Goodman, treasurer; E. M. Rowley, secretary; Richard Ivens, superintendent of agencies; Dr. Norman Allen, medical referee. Directors: John Burns, Robert Forbes, S. M. Sterling, John Gibson, W.S. B. Lawrie, A. J. Tipping, C. S. Parsons, R. G. Hector; Auditors: C. N. Sutherland, C. A., F. W. Thompson.

This society has been of incalculable benefit to the widows and orphans of commercial travelers, having since its inception in 1881, paid out to beneficiaries over $500,000, and whilst it was established for the benefit of commercial travelers, the society has extended its field and now accepts all mercantile, commercial and professional men who are able to pass a first-class medical examination, and are not engaged in any dangerous or risky business.

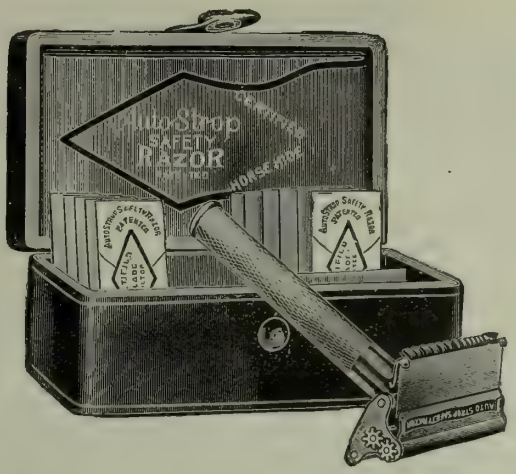
CHANGE IN UNITED FACTORIES.

The United Factories, Limited have decided to separate their Woodenware Manufacturing business at Newmarket from the brush and broom business, etc., in Toronto, London and Montreal, it having been found that their businesses can be handled more advantageously if divided and a meeting of the shareholders has been called for the purpose of getting the secessary powers to carry out the separation.

The company is doing a very large and successful business from coast to coast and employs on an average between five and six hundred work people besides a large number of salesmen and office staff. The business of Boeckh brushes and brooms, Bryan's brushes and Cane's woodenware will not be affected in any way by the division into two companies.

ACETYLENE AS A BLASTING EXPLOSIVE.

Acetylene is being used in Germany as an explosive for blasting purposes. Each cartridge contains slightly less than 2 oz. of calcium carbide, yielding about 16 qt. of acetylene. After wetting the carbide the confined mixture of generated gas and air is exploded by an electric spark. Rock, when blasted in this way, is not thrown out, but is broken up into pieces small enough to be readily removed.



A Satisfied Customer—Your Strongest Asset

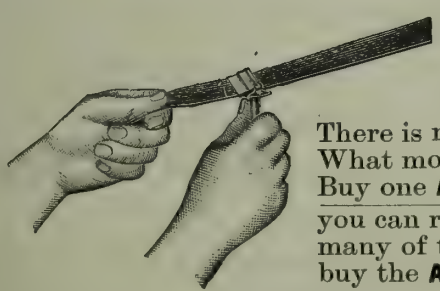
Do you believe that a customer who is compelled to come to your store at regular intervals to replenish the blades of his safety razor—not one of which has given him a perfect shave—will feel well inclined towards you who originally sold him that instrument?

How do you think that he will regard you when he finds that your competitor has a Safety Razor whose blades can be kept constantly sharp, by a simple stropping method, and you sold him one of the old fashioned kind?

To tell him that the one he bought is well known and largely advertised, will not appease his wrath. He expects you to offer him the latest, and the best of anything he may want, and not to pawn-off old fashioned goods on him.

These are intensely practical days, and rich or poor, our men hate to be "buncoed.' They want a square deal every time.

The Square Deal in Safety Razors is the AutoStrop



Twelve **AutoStrop** blades, should with care, last a lifetime.
The self-stropping device is so scientific that you can't spoil the blade if you try.
The hundredth shave is just as good as the first.
There is no taking apart to clean or strop.
What more can you want?
Buy one **AutoStrop.** Try it on your own precious cheek. If, after that, you can recommend any other razor, it will only be because you have too many of the "No-stropping" kind on your shelves. Get rid of them and buy the **AutoStrop.**

All Wholesalers

The AUTOSTROP SAFETY RAZOR COMPANY, *Limited*

14 St. Helen St. - - - - - MONTREAL

HARDWARE TRADE GOSSIP

Ontario.

Thos. P. Hogg, Thorndale, is advertising his tinsmithing business for sale.

Macpherson's Hardware Store, at Prescott, makes an annual event of a ten-day after-stock-taking sale. They are in the midst of the 1909 sale just now.

P. Douglas McLaren, manager of the Canadian Fairbanks Company, Calgary, spent a few days visiting his parents at London, recently. Mr. McLaren predicts a great year for the west.

An unusual change took place recently in Shelburne when two hardware firms shifted locations, each one to the building formerly occupied by the other. Button, Spilker & Co. have moved their hardware stock to the stand formerly occupied by J. J. Metcalfe; and J. J. Metcalfe has moved his hardware stock to the stand formerly occupied by Button, Spilker & Co.

R. A. Jelly's hardware store at Shelburne, was burglarized recently, the burglars breaking a large pane of glass in one of the front doors. They made quite a good haul—took three dozen razors, over fifty jack knives, two revolvers and a good supply of cartridges. They also pried open the counter till and got a small sum in silver and about 50 coppers. These are the only things missed. The knives had only been put on the show card in the case the day before. It is quite probable that they took a lot of other articles aad may have taken a couple of guns as the proprietor does not know how many were in stock.

Quebec.

J. H. Roper, Montreal, was in Quebec this week.

H. K. S. Hemming, Montreal, has been in New York this week on business.

T. J. Drummond, Montreal, has been elected a director of the Royal Bank of Canada.

William Robertson, of Halifax, visited the Montreal office of Hardware & Metal last week.

D. J. Munn, vice-president of Alex. McArthur & Co., Montreal, is on a business trip to New York.

S. E. Waffle, one of the Western representatives of Alex. McArthur & Co., Montreal, has been visiting headquarters.

G. A. Irwin, of Drummond, McCall & Co., Montreal, has returned from business visits to Detroit, Chicago, St. Paul, New York and Philadelphia.

H. J. Stafford has joined the travelling staff of Lewis Bros., Montreal, and will represent the firm on the South shore of the St. Lawrence, below Quebec.

C. M. Strange, sales manager of Lewis Bros., Montreal, was called home to Kingston last week on account of the death of his mother, Mrs. O. S. Strange.

Two strenuous games of hockey were played last week in connection with the Montreal Wholesale Hardware Hockey Association. The Canadian Fairbanks Company defeated Frothingham and Workman by 8 to 5 and Lewis Bros., defeated Caverhill, Learmont & Co., by 6 to 4.

The annual dinner of the Metal and Hardware Association of the Montreal Board of Trade was held at the Montreal Hunt Club on Monday. J. K. Kinghorn, of the Montreal Rolling Mills, presided over about 40 members and guests, among the latter being Farquhar Robertson, President of the Board of Trade, and F. C. Lariviere, Second Vice-President of the Chamore de Commerce.

At the annual meeting of Alex. McArthur & Co., mfrs. of paper and roofing material, Montreal, the report for the year was presented and deemed most satisfactory considering business conditions. General confidence was felt as to trade prospects, and every indication pointed to very satisfactory business. Col. C. McArthur was re-elected president; D. J. Munn, Vice-President; E. J. Rowlands, Secretary-Treasurer. The Board of Directors being reelected as follows: Col. C. McArthur, D. J. Munn, F. Robertson, C. P. Tucker, and E. J. Rowlands.

Western Canada.

The Manitoba Hardware Company, North Vancouver, have moved to new premises, No. 1407 Park Drive.

S. Schwarz, Rocanville, Sask., has returned home from a business and pleasure trip to Toronto and other eastern points.

J. T. Sheridan, J. L. Ross and D. J. McKinnon, of the Pease Foundry Co., Toronto are in Winnipeg this week, consulting with Chas. D. Waldon, manager of the Pease-Waldon Co., as to the coming year's business. They state that business prospects for their firm in the West were never better.

Maritime Provinces.

Charles E. Tisdale, a prominent hardware merchant of Vancouver, and formerly a resident of Fredericton, visited his home city last week. He is on his way home from a trip to England, and stopped off to spend Sunday and renew old acquaintances. He went to Fredericton from Birmingham, England, in the eighties, and for a time carried on a business in firearms there. He removed to British Columbia twenty-one years ago, locating at Vancouver, where he has had a very successful career in the hardware business. He is an ex-member of the British Columbia legislature, and a past president of the Board of Trade of Vancouver. Mr. Tisdale left for Montreal in company with Supt. Downie, of the C.P.R., who is an old personal friend, travelling in the superintendent's private car. Mr. Tisdale was heartily welcomed to Fredericton by many old friends.

NEW INDUSTRY AT COLLINGWOOD

The Imperial Steel & Wire Company, Collingwood, are preparing to take up the manufacture of screen doors and windows, green wire cloth, poultry netting and wire fencing. The necessary buildings and machinery will be made ready this year and manufacture commenced in time for next season's trade.

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.

We supply the following goods on consignment, freight prepaid:

Success Manure Spreaders
Walking Plows of every description
Single and Double Riding Plows for Ontario and the West
Grain Grinders
Disc and Drag Harrows

Also supply at 6 months' dating:

"Leader" Scufflers
Pulpers
Agricultural Wheelbarrows

These goods can be and are being profitably handled by many of the leading hardware men.

We solicit your inquiries and will be glad to send a traveller to talk the matter over.

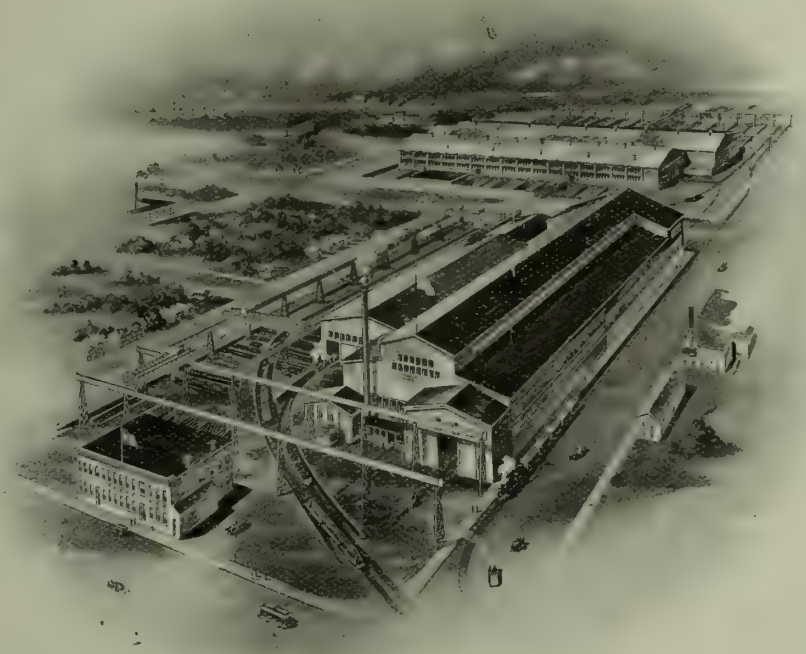
The Paris Plow Co., Ltd.
PARIS, - ONTARIO
WESTERN BRANCH WINNIPEG, MANITOBA.

While you are in Hamilton

attending the Convention, make it a point to take a trip through the works of

The Hamilton Bridge Works Co., Ltd.

HIGHWAY BRIDGES



STRUCTURAL STEEL

A visit to our plant will be interesting and instructive, showing our up-to-date method of manufacturing

Structural Steel—Beams, Angles, Channels,

etc. Our capacity is 18,000 tons per year—5,000 tons at present in stock in sizes from 1½ to 24 inches and in lengths up to 70 feet.

Remember you are cordially invited to visit our plant.

You will find us right opposite the Grand Trunk Station.

The Hamilton Bridge Works Co., Ltd.

HAMILTON, - - - ONTARIO

HARDWARE AND METAL

Established - - - - 1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

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Subscription, Canada and United States, $2.00

Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

MISLEADING LABELS.

Elsewhere in this issue is published a letter written by G. B. Heckel, author of "A Paint Catechism," and one of the best informed men in the paint industry in America. Mr. Heckel points a warning to the danger of the Retail Hardware Association movement in the Western States hitting their friends, the paint manufacturers, when striking a blow aimed at their enemies, the mail order houses.

In his article Mr. Heckel says, "there is no excuse except antiquity to offer for misrepresentation, false descriptions or misleading labels."

This hits a live question taken up by the Retail Hardware Association in Ontario a year ago—that of abolishing the misleading labels on white lead cans, antiquity having established the marking of a second grade lead as "No. 1."

Anything which tends to confusion and allows the price cutter or the dealer with a loose conscience to palm off second grade goods as the best quality, should, in the best interests of manufacturers as well as retailers, be corrected.

A customer goes into Smith's hardware store and asks for a certain quantity of white lead. He is asked if he wants the best and replying in the affirmative he is quoted the price on pure lead. A week later he happens into another hardware store for an additional supply and says he wants the best. "Here is No. 1," replies the sharp dealer quoting a lower price than charged by the first dealer, thus giving the customer the idea that he was overcharged on the first purchase.

Is there any valid reason why the anomaly of having No. 2 grade white lead marked "No. 1?" The request of the Retail Hardware Association seems to be a reasonable one.

SHORTENING TERMS OF CREDIT.

In keeping with the modern idea of doing business for cash the Maritime Wholesale Hardware Association, has brought forward the proposal that the terms of credit be shortened from ninety to sixty days.

A dozen years ago hardware was sold on six months time with five off 30 days. Then it was found advisable to shorten this to four months with three off and a year or so later the present terms of three months with two off were adopted. Now the suggestion is made that the United States hardware terms of sixty days with two off 30 days be adopted and the Canadian Wholesale Hardware Association may favorably consider the proposal.

Woodenware and broom manufacturers have gone even further and are charging net 30 days with one off on ten days and tinware manufacturers have reported requests for extra discounts for spot cash payments.

Some retailers accustomed to old ways of doing business may look with disfavor upon these modern innovations tending to put business upon a straight cash basis, but the most progressive retailers will not object to the wholesalers making the change as it will force the retailers who give long credit to their customers to brush up, thus making it easier for the progressive dealer to adopt the cash system.

THE TRAVELER A NECESSITY.

Mail order papers are continually throwing out slurs, aimed at traveling men. One of them recently stated "he is an expensive, useless luxury maintained at an enormous expense, merely to assist and encourage sluggish, ignorant storekeepers."

The traveling men of to-day are men of character and usefulness. They are the advance agents for improvements and new goods. They are educators whose views and conclusions are practical and based upon experience. Most of them are married and loyal to their families. They save their money and sooner or later usually embark in business. They are an economic necessity. If we had no traveling men, the dealer would have to go frequently to market; there would be the time and neglect of his business, as well as the expense of a long trip to account for.

The traveling salesman comes from the nearest town, the order is made up in the store where stock can be referred to and the advice of clerks obtained. If one merchant is making a great success of a certain line or method in another town, the traveling man knows it and speeds the information. If there is a failure or a fraud, he warns his customer who in turn can protect the public.

But why defend the traveling man, when all intelligent people to-day recognize his worth and influence. "Here's to his unbounded success. May he live long and prosper."

CUTTING PRICES HURTS ALL.

There is a common idea that a firm, wholesale or retail, can break the price of goods and take business from competitors without injuring themselves.

This is wrong, as the inevitable result of price-cutting by one firm is to force others to meet the cut, the end being loss to all and cessation of hostilities or the failure or financial crippling of one or more of the contestants.

W. H. Thorne, St. John, N.B., very truly said at a dinner to the Canadian Wholesale Hardware Association at Toronto three years ago, that price-cutting was injurious to all concerned and that a failure in any line of business has a damaging effect to all immediate competitors.

This principle is so well recognized by Canadian banks that the Bankers' Association has on several occasions gone to the assistance of weak institutions rather than have them fail and bring disaster on all.

The effect is not so apparent in mercantile failures but there is no denying the fact that price-cutting and failure have a detrimental effect upon all in the trade.

A TINSMITH DID THE TRICK.

A woman who entered a hardware store in Toronto the other day with two children had a rather awkward experience. While she was being waited on one of the children placed a granite chamber pot on his head, pulling it down over his face. When, however, he tried to remove it his best efforts were in vain. Neither mother nor clerk were any more successful. In her desperation the now weeping mother took a street car and, amid the laughter of the passengers, hurried the child off to the family doctor, but the latter, never before having had a patient of this description, also failed to remove the offending utensil. Finally a tinsmith was suggested, and he, by the aid of sundry tools, succeeded where others had failed.

WE WANT TO MEET YOU
At the Convention in Hamilton

WE, who are making the "Gillette" Safety Razor as no other razor has ever been made, want to shake hands with you who are selling the "Gillette" as no other razor has ever been sold.

It will do us good to see the "Gillette" through your eyes for a little while—to hear of your experiences in selling it—to get your suggestions for improving either the razor itself or our methods of handling it.

And perhaps we may be able to give you some useful information about the way we make the "Gillette," and why it is such a satisfactory little shaver. Or perhaps we can suggest some new ways of displaying and pushing it, and so increase your profits and our own.

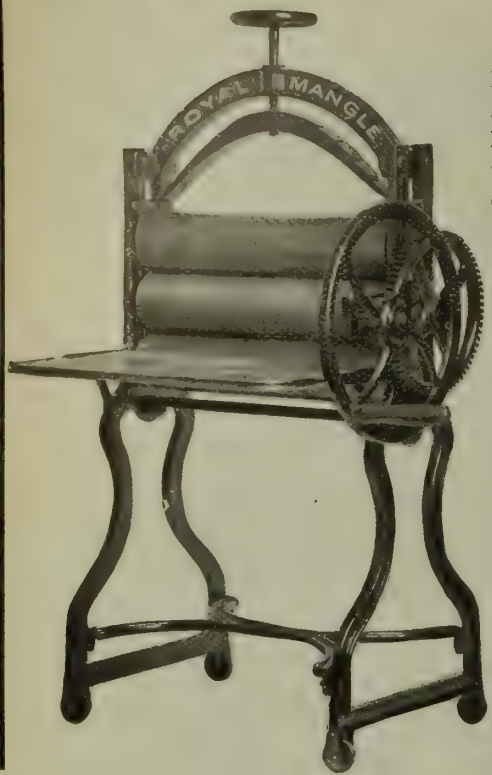
We want you to see our exhibit, too, at the Waldorf.

Don't fail to look us up when you are at the convention, on the 9th, 10th or 11th, for we'll be mighty glad to see you.

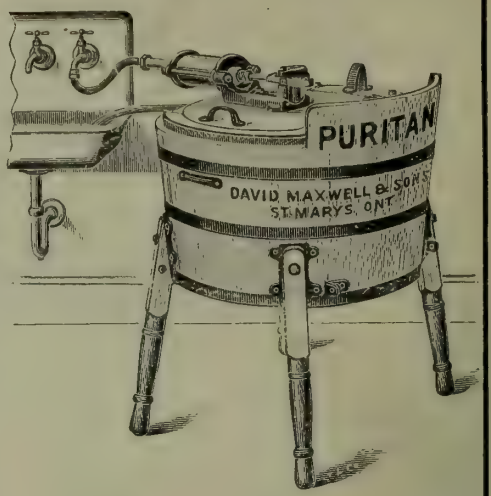
Gillette Safety Razor Co., of Canada
Limited

Canadian Office and Factory - 63 Alexander Street, Montreal

THE MAXWELL EXHIBIT

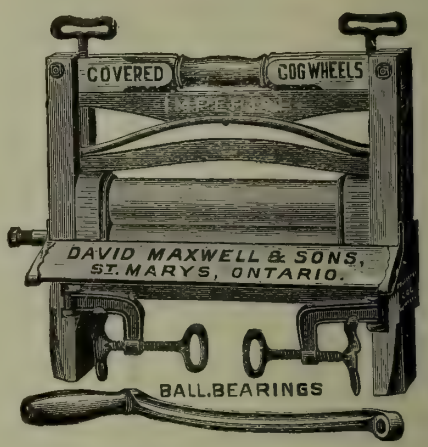


At the convention of the Ontario Retail Hardware and Stove Dealers' Association, to be held in Hamilton Feb. 9th, 10th and 11th, we are planning to show our complete line, including our new Motor Washer, our "Royal" Mangle, and other new lines, as well as the older ones used by so many throughout the country. We take this opportunity of extending to you a most cordial invitation to visit our exhibit and see for yourself the superiority of our specialties.



The **"ROYAL" MANGLE** illustrated here, is one of our leading lines. Sold in sizes suitable for home use. A great saver for ironing day.

The **PURITAN MOTOR WASHER** has all the good points of the Puritan Re-Acting hand machine, with the addition of a splendidly designed and made water motor. Works on a pressure of 35 to 40 pounds. Saves **ALL** the hard work of wash-day.



The **"BLUE BELLE" WASHER** is a new machine of the "Rubber" type. The tub revolves in one direction while the upper board turns the opposite way, making it very rapid.

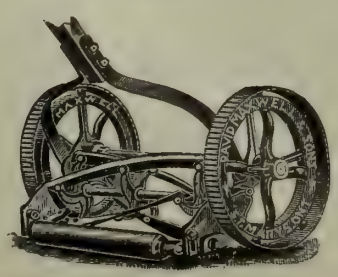
The **"IMPERIAL WRINGER"** has no superior. Ball bearings—enclosed gear—best solid rubber rolls—swivel tub attachment. We also show the "Royal Canadian" Wringer.

More **"FAVOURITE" CHURNS** are sold in Canada than any other make. The "Favourite" features are easy running (ball bearings and combined hand and foot drive), easy cleaning (all parts accessible) and light, yet rigid frame.

MAXWELL WHEEL BARROWS are shown in several styles—all good.

MAXWELL LAWN-MOWERS are made of A1 material throughout, are strong, exceptionally easy running, and give satisfaction.

Don't fail to thoroughly inspect our lines at the Waldorf Hotel, during the convention.



David Maxwell & Sons

St. Mary's, Ontario

F. W. BIRD & SON

ESTABLISHED 1817

Factories—Hamilton, Ont. and Pont Rouge, Que.

MAIN OFFICES - - HAMILTON, ONT.

MAKERS OF—PAROID PERMANENT READY ROOFING—NEPONSET RED ROPE ROOFING—NEPONSET and CO-TED WATERPROOF BUILDING PAPERS—NEPONSET and KO-SAT COLD STORAGE INSULATING PAPERS—FRIGIDEX and CARPET FELTS.

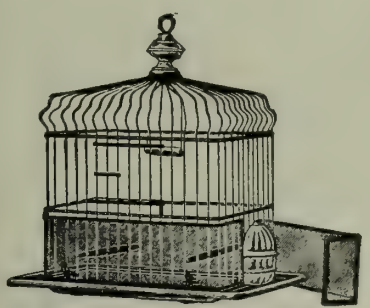
SEE OUR EXHIBIT at the Ontario Retail Hardware and Stove Dealer's Association Convention at Waldorf Hotel, Hamilton, Ont., February 9, 10, 11.

E. T. Wright & Co., Hamilton, Canada

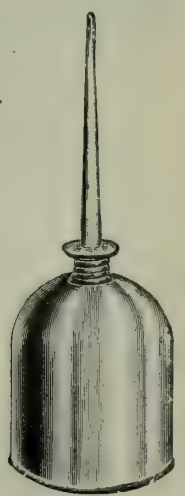
Manufacturers of Stamped, Pieced and Japanned Tinware; Cages, Lanterns, Mowing Machine Oilers, Asbestos Stove Mats, Ehles Lunch Boxes, Flue Stoppers, Eavetrough and Conductor Pipe, Conductor Elbows, Scheip's Patent Stove Pipe, Stove Pipe Elbows; Fry Pans, Victor Sifters, Carpet Beaters, Fire Shovels and specialties for kitchen and household use.

No. 916

New Pattern Cold Blast



All styles in Brass and Japanned



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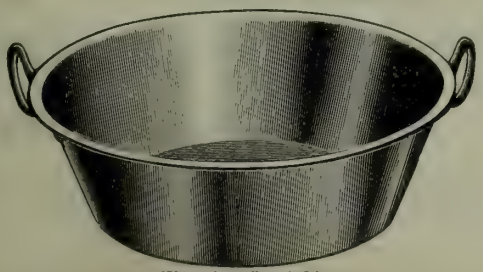
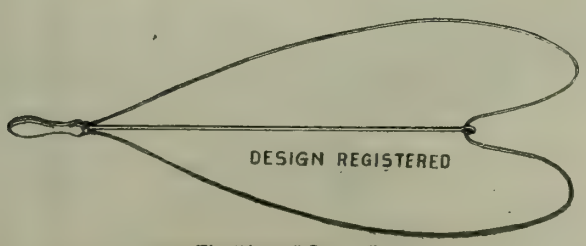


The "Anti-Rust" Line



The "Anton" Carpet Beater

Hamilton—

The Home of the

GURNEY SCALES

For All Purposes.

Have stood the test of 50 years, and to-day stand undisputed as the most accurate, sensitive and durable scales manufactured.

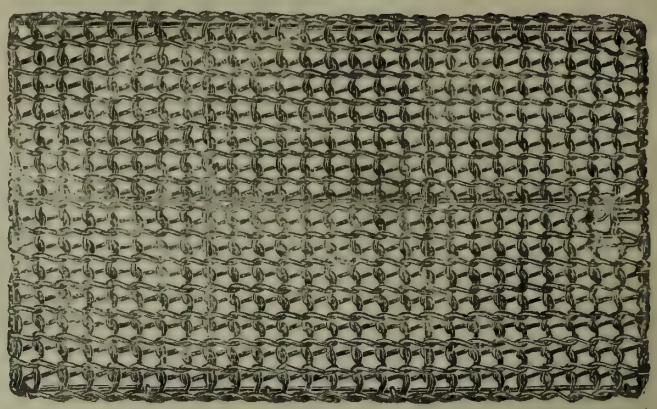
While attending the Convention call and see us.

Office and Factory centrally located (when Hamilton was a village) James St. North, corner Colborne

The Gurney Scale Co.

Montreal Winnipeg Calgary Vancouver

OUR NEW DOOR MAT



Interlocked Wire Bordered, Flexible, Reversible, Durable

Low prices and efficient — A splendid seller

THE B. GREENING WIRE CO.
LIMITED

HAMILTON, Ont — **MONTREAL, Que.**

Meakins & Sons

Hamilton

Toronto
35 Church Street

Winnipeg
181 Bannatine Street

Brushes, Brooms, Woodenware

If attending the Retail Hardware Dealers' Convention call and be shown through our plant.

Now is the time to place your spring orders for

Paint Brushes

Be sure and see our line of goods before buying.

A Tack Machine in Operation

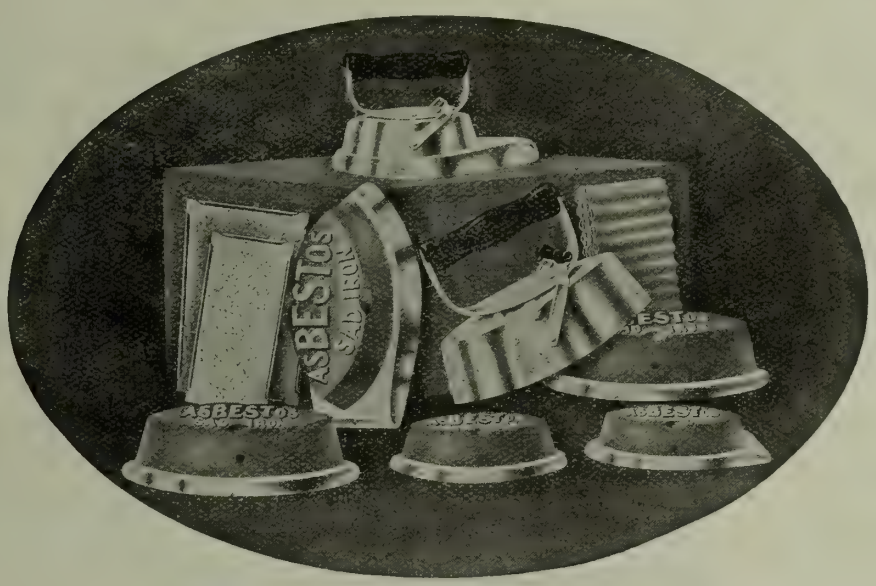
is one of the sights you should not miss seeing while in Hamilton. We extend a very cordial invitation to all visiting hardwaremen to call on us and see our tack machines at work.

The Consolidated Hardware M'f'g. Co., Limited

Tacks, Shoe Rivets and Small Nails a Specialty

Something New In Sad Irons At Hamilton

Dealers who have taken up the sale of the No. 196 Household Set of Asbestos Sad Irons have been meeting with splendid results. This is a six-piece set—the ideal iron for each laundry need—and it not only provides the user a most convenient ironing outfit, but it pays the man who sells it a good, round profit.



In order to acquaint Canadian dealers with this "New Unit," We will have a representation at the Hamilton convention to show the Household Set and the advertising equipment which we furnish with this set. If you attend the convention, make it a point to investigate this proposition. It means larger returns for the effort you put on selling Sad Irons.

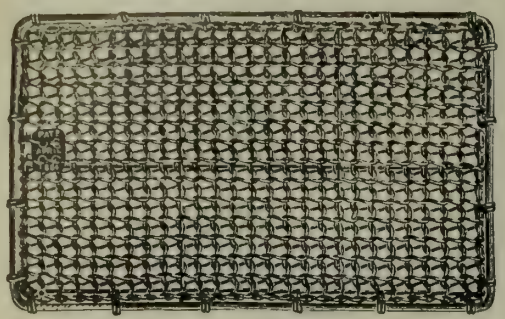
If you do not get to Hamilton, write to us for information.

The Dover Manufacturing Co.

Canal Dover, - Ohio

Established 1859 Incorporated 1889

THE B. GREENING WIRE COMPANY, Limited



New Process Trace Chain

Every pair guaranteed.

Wire Mats

Standard Iron Frame. Interlocked Wire Bordered. Both flexible and regalvanized.

Wire

Bright, Steel, Coppered, Galvanized and Tinned. For all purposes.

Painted Screen Cloth

All widths, 18 to 48 inches.

Steel Wire Chain

Coil, Tie Out, Halter, Dog, Hammock, etc. Special Chains made to order.

Head Office and Works.

Galvanized Netting

All meshes, strengths and widths.

Wire Cloth

Copper, Brass, Steel, Galvanized and Tinned. All meshes, strengths and widths.

Cattle Chains

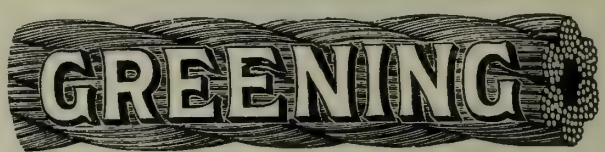
Seven styles. Six sizes.

Furniture Springs

All Sizes.

Staples

Fence, Poultry, Netting, Bed, Blind, Electrical, etc.

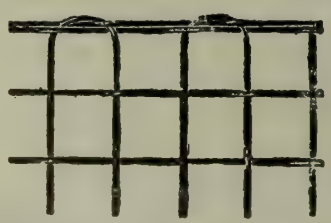


Wire Rope

Made Standard and Lang's lay, and special ropes for special purposes.

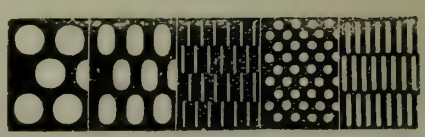
Foundry Supplies

Brass, Steel and Galvanized Riddles. Steel Wire Brushes.



Wire Cloth

Made in all meshes and strengths. For all purposes.



Perforated Sheet Metal

All kinds. For all purposes.

BRANCHES: Montreal, Que. Winnipeg, Man.

LUMBERMEN'S BOOT CALKS

The Newest and Best in the Market

Handled by All Large Jobbers

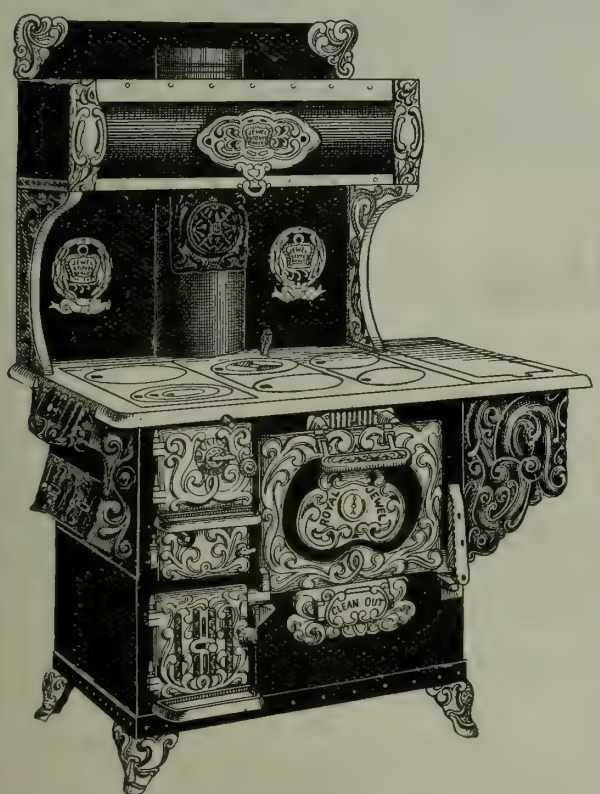
MADE ONLY BY

Canada Screw Co., Limited

HAMILTON - CANADA

Manufacturers of **Wood Screws, Tacks, Wire** (all kinds), **Wire Nails, Rivets, Iron and Copper; Machine Screws; Stove Sink, Sleigh Shoe and Tire Bolts; Bright Wire Goods.**

ROYAL JEWEL STEEL RANGES



ROYAL JEWEL—No. 918 R, Style "F."

ELEGANT IN DESIGN
PERFECT IN OPERATION

FOUR SIZES—Nos. 818, 918, 920 and 922

These Ranges are also supplied with CONTACT RESERVOIRS, next to Firebox.

The ROYAL JEWEL is a combination of every desirable good feature in steel range construction.

MR. STOVE-DEALER—DO YOU KNOW

that we make *eleven distinct sizes* of steel ranges? *Eight sizes* of cast ranges with steel ovens, *four* coal cooks, *eight* wood cooks and an excellent assortment of Heating stoves for both coal and wood?

Get In Line—Handle "JEWEL" Stoves

The prices are right, the goods are right, and the assortment unexcelled.

The BURROW, STEWART & MILNE CO., LIMITED

HAMILTON, - ONTARIO

Waldorf Hotel

Hamilton

American Plan **Rates $2.00 to $3.50**

STRICTLY FIRST CLASS

Headquarters for all Delegates to Ontario Retail Hardware and Stove Dealers' Association

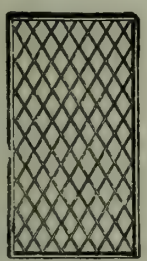
New Beaver Oil Stone

will be on exhibition at the Headquarters of Ontario Retail Hardware and Stove Dealers' Association Convention in Hamilton. We will have a souvenir for each of the delegates calling on us.

This stone has been tested by experts in Canada and United States and pronounced by them to be the equal of anything on the market. This is the first time a stone of this kind has been made in Canada and as the price is right, it will pay the trade throughout the Dominion to investigate.

CANADIAN HART WHEELS, Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

We make ja cells and gratings of every description.

The Ideal Duster

is a profitable line for all Hardwaremen to carry.

There is a steady demand for it and it gives ABSOLUTE SATISFACTION

It is designed especially for dusting purposes, but with a yard or two of ordinary cheesecloth it solves the polished floor proposition. Supplied by jobbing trade generally. For prompt shipments on the moment order through

Walter Woods & Co. / Wood, Vallance & Co., } Hamilton and Montreal and Toronto Jobbers.

TARBOX BROS., Manfrs.
TORONTO, ONT.

British Depot, 2 Hope Chambers, Liverpool
Manfrs. of the Tarbox Self-wringing Mop, Tar box Pillow-Sham Holders, Etc.

CASH or CREDIT

A number of articles have appeared in Hardware and Metal during the past year on this subject. So many requests have been made by the trade for back copies that we have decided to treat the subject fully in our

Annual Spring Number

To be published March 20.
This article will be read and re-read by all dealers who are contemplating adopting the cash system.
Such interesting and authoritative articles as this make this number the best opportunity of the whole year's for acquainting the trade with the merits of the various lines you manufacture.

Over 300 advertisers will have announcements in this number. Information will be given regarding practically every line sold through the Hardware Trade, a classified index of all advertisers will be arranged. Do you see the advantage of this number for reference purposes?

We will be glad to send full information regarding advertising rates.

Hardware and Metal
Montreal Toronto Winnipeg

Mr. Dealer,—

Are you handling

Hamilton Sewer Pipe?

We feel certain that our methods of doing business, combined with the excellent quality of our pipe, would make you one of our many satisfied customers.

Write, Phone, Call or Wire, and we will be on the job

The Hamilton and Toronto Sewer Pipe Co., Ltd.
Hamilton, - - Ontario
Phones, 512 and 990

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 90.)

MARKETS IN BRIEF.

Montreal.

Tin—Cut of ½c.
Copper—Cut of ¼c.

Toronto.

Brooms, Brushes, Woodenware — Changed discounts. Now net 30 days; 1 per cent. 10 days.
Turpentine—Up 2c.
Copper—Off ¼c.
Tin—½c lower.

MONTREAL HARDWARE MARKETS

February 5.—Trade is developing and shipments are approaching the dimensions that are expected at this time of the year. Booking ahead continues on the light side, but immediate delivery orders in spring lines are gathering strength, and it is evident that dealers are waking up to the fact that little time is to be lost now if they wish to be ready for the commencement of spring trade. Sugaring supplies are being booked, and already show greater strength than they did at this time last year. Harvest tools are improving in booking, while there is a good movement in gardeners' tools for immediate delivery. Guns and ammunition for spring shooting are also commencing to show strength.

Orders from the West are improving steadily and reports are favorable as to good trade showing all the way along. Stocks are light, and if the booking ahead has not proved so good as it might be, the general sorting orders for immediate delivery are heavier and coming in regularly. Lawn mowers are in good request. Prices generally are unchanged.

BUILDERS' HARDWARE — The stimulation noted last week continues and good movement in lock sets, bolts, and general trimmings is developing. A fine building season is anticipated all over the country, and general stocks are light; strong sorting orders should obtain from now onwards. We quote: Discounts on door sets, 50 and 10; escutcheons, 50 and 10; escutcheon pins, steel 50, brass 55. Spring hinges, per gross, No. 20, $9.

SPRING LINES—Harvest tools are showing improvement on last week, and booking is developing in forks, hoes and rakes. Sorting orders for immediate delivery in lawn mowers, hose, hose nozzles, lawn sprinklers, gardeners' tools, ice cream freezers, green wire cloth, amd poultry netting are showing greater strength, and the spring movement is now assuming more satisfactory proportions. We quote: Screen doors, stained, $7.80; grained, $8.10; poultry netting, 60 and 2½; green wire cloth, $1.70 in 100 ft. rolls.

SPORTING GOODS—Owing to the ice carnival in Montreal there is still a call on winter lines, especially in snow shoes. Outside districts are slow. Guns and ammunition for spring shooting are commencing to move. Fishing tackle is about the same strength. Other lines are quiet. We continue to quote: Dominion rim cartridges and C. B. caps, 50 and 2½ per cent.; B.B. caps, 50, 10, 2½ per cent.; Crown black powder, 18 per cent.

HOUSEHOLD UTENSILS — Steady improvement is showing in household utensils, especially those lines most used for spring cleaning purposes. Carpet sweepers are developing better strength. Wash tubs, wash boards, wringers, washing machines, brooms, pails and polishes are all moving well. We quote: Carpet sweepers, $2 and up; sad irons, Mrs. Potts', No. 55, 75c; No. 50, 80c per set; asbestos, $1.50; cake makers, $17.25 per dozen; bread makers, $18 per dozen and upwards.

LUMBERMEN'S SUPPLIES — The improvement recently noted in these lines is maintained, some good sorting up orders being received in boot calks, cant hooks and cross-cut saws. We quote: Boot calks, $4 to $4.25 per 1000; wing calks, $6.50; canthooks, $12 to $16 per dozen; axe handles, $1 upwards; axes, $6 upwards.

SUGARING SUPPLIES — Sugaring supplies are commencing to move. Orders are much stronger in sap spouts, sap pails, sap bits and sap kettles than at this time last year, and evidently a good sugaring season is anticipated. Sap bits are quoted at 50 off.

BOLTS AND NUTS—An improvement is noticed in the demand, and trade seems to be developing well. Supplies are good. We continue to quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½. Wire nails are still quoted at $2.30.

SCREWS—Sorting orders show better strength, all sizes being in request. There is no change in quotations. Discounts are at 85 and 10 off for flat head bright; 80 and 10 off for round head bright; 75 and 10 for flat head brass, and 70 and 10 for round head brass.

WIRE—Orders for early spring shipment continue to improve and fine trade is opening up. There is no change in quotations. Plain wire, $2.30 base; barb wire, $2.65 in straight and mixed car lots, and $2.70 in small lots. Galvanized wire, No. 9, $2.35, in straight and mixed car lots, and $2.40 small lots, f.o.b. Montreal. Coiled spring fencing, $2.65 straight and mixed car lots, and $2.75 small lots.

TORONTO HARDWARE MARKETS.

Toronto, Feb. 5.—Trading continues on the upward trend, though this past week's business is a trifle slower than the previous three weeks. Some jobbing houses are still in the midst of stock-taking, and those which are through that ordeal have not yet had time to tell what success their travelers have met in the country.

Generally speaking, city business is a little slow and Ontario trading is but little better, though a strong undertone exists that next month will see much activity. Prices are unchanged from last week, though woodenware, broom and brush manufacturers have cut down their discount lists somewhat.

A number of travelers representing U. S. manufacturing establishments are calling on the Toronto jobbing houses and the buyers are busy looking up their stock lists and filling up on necessary articles and materials. A good feeling is abroad.

SEASONABLE LINES.— The continued heavy falls of snow in various parts of the province has had the effect of lowering stocks which a short while ago gave a little anxiety to jobbers and hardwaremen. Although the orders are small and of the sorting variety enough is doing to give a satisfactory feeling to traders. Winter sporting goods, too, participate in the orders going out.

SPRING GOODS—Although spring orders are being booked the goods are for future delivery. Orders are a trifle slow coming in, but are not at all disappointing. Inquiries are frequent and these give a healthy tone to business. Bookings include goods usually sold in summer time—screen doors, lawn mowers and sprinklers. Refrigerators are being shown on all sides. 9-in. 3-wheel lawn mowers are at $3.30 to $3.37; screen doors, stained, $7.80, and grained, $8.10 base.

BUILDERS' HARDWARE — Lock sets, bolts, door sets and articles of that class in new designs and having new features are being shown by manufacturing travelers and are creating some interest. The heavier goods are not so brisk in demand as last week, but Portland cement and tarred building paper are good sellers. Cement is quoted at $1.70 per barrel f.o.b. Toronto, and heavy straw plain and tarred paper is at $37.50 a ton.

ROPE AND TWINE—The low prices of rope has stimulated inquiry and brought about not a few sales for present and future delivery. Pure manilla twine is at 11½c.

WIRE—The f.o.b. Toronto prices are for galvanized barb, $2.85, and plain twist, $3.20. Coiled spring wire continues at $2.75 for No. 9. Galvanized wire is quoted at Pittsburg, base sizes 6 to 9, $2.25. Less than car lots, 10c higher. Wire nails are unchanged at $2.30; poultry netting at 60 and 2½, and green wire cloth at $1, $6 in 100-ft. rolls.

HOUSEHOLD UTENSILS—Enamelware and tinware are again coming into the limelight and inquiries are received daily concerning food utensils, washing machines and the hundred and one articles used about the home. Lamps and lanterns still go out in sorting orders. Cold blast lanterns are at $6.75.

WOODENWARE, BROOMS AND BRUSHES—Manufacturers have altered their discount lists, and instead of being 60-day net and 30 days 1 per cent. the new terms are 30 days net and 10 days 1 per cent. Brooms generally have advanced about 25 cents a dozen, owing to the scarcity of broom corn, which last year fell into the hands of a few U.S. men, who boosted the price nearly 100 per cent. Broom buyers are chary about placing orders, thinking the price will come down, but manufacturers aver that prices are more likely to advance another 25c, and say they do not care whether orders are placed now or in the future.

HEAVY GOODS—Nails and screws are active this week, the other lines are somewhat slower. Bar iron is unchanged at $1.95. Stove bolts are 80 and 7½. Bright and steel wood screws, flat, 85 and 10, and round head 80 and 10 per cent. Brass screws are, flat 75 and 10, and round, 70 and 10.

MONTREAL METAL MARKET.

Montreal, Feb. 5.—As we anticipated last week, there has been a cut in both tin and copper owing to further weakness in the primary markets, and we now quote 31½c for tin in jobbing lots and 15c for copper. Trade is maintaining the rate of improvement noted last week. There is no marked stimulation in the demand, but the volume of business done steadily increases each week. Inquiries have somewhat dropped off owing no doubt to the weakness apparent in market quotations, although on the other hand prompt delivery sales have been encouraged. There seems to be no doubt as to good trade awaiting the encouragement of staple figures. Spelter continues firm and there is no change to announce. Lead, likewise, is steady, although the metal in the English market seems to be dropping down gradually to £13. The pig iron situation is unchanged. Prices are maintained, and furnaces are still working at good pressure. It looks as if imported pig orders would be heavy, as inquiries are numerous and prices for future delivery seem not quite so high in the Old Country.

It cannot be said that quotations in New York and London have been of such a character as to inspire much confidence at present in the trend of the metal business. Both copper and tin have been severely shaken, and figures have slumped considerably. Consumption is dull in both metals, while tin has been further weakened by the unloading of some heavy lots of metal, holders having become, apparently, tired of waiting for the market to rally. According to statistics the total visible supply of tin at the end of last month was 7,000 tons heavier than at the same month last year. This is a heavy surplus for the metal market to withstand, with consumption in its present state. However, an improved inquiry is reported in tin, and a reaction may be experienced. Heavy liquidation in the English copper market brought about a further decline in this metal, and naturally the New York market, in its present condition, had to give way in sympathy. However, producers are still making a grim fight to hold prices and figures, considering the state of the legitimate consumption, have declined very slowly. Spelter is a little weaker in the English market, but not enough to cause any apprehension. Pig iron conditions are about the same in the Old Country, and Cleveland warrants show little alteration. In the States the pig iron market is dull, and the rumors as to finished steel prices being reduced have now extended to pig iron. Prospects are declared to be more uncertain than they were, and with stocks in middle hands piling up, a certain amount of unrest is being felt.

PIG IRON—There is no change practically speaking, in the local pig iron situation. Inquiries as to imported pig are still very promising and prospects for good trade at the opening of navigation are most favorable. Canadian furnaces are reported as continuing busy, with prices well held. There is no change in imported pig iron, and we quote Middlesboro No. 3, $19.50; Summerlee No. 1, $21 to $21.50; No. 2, $20.50.

There is little change in the situation in the Old Country. Cleveland warrants are quoted at 48s. 3d., a decline of 1d. Finished steel prices are practically unchanged. The demand is fair with inquiries improving. The steel and iron markets in the States are dull, only pressing wants for material being supplied. There are reports of a weakening in pig iron prices, but no important change has yet been made. Plates, shapes, and bars continue slack, but wire is somewhat more active. Altogether the situation shows little improvement on last week.

TIN—As we anticipated tin has received a cut of ½c through the weakness in the primary markets and we now quote jobbing lots at 31½c. Trade continues to improve steadily, if slowly. Prospects look very favorable despite the cutting, and inquiries show that good business is on the verge of coming in. Tin has been badly hammered in the London market owing to poor consumption, and some heavy unloading on the part of operators who could hold out no longer against the continued sagging of the markets. Consumption is likewise poor in the States, and with the heavy supplies of metal now visible the low figures that have been ruling were only to be expected. A reaction, however, may come at any moment.

COPPER—Like tin, copper has been cut owing to weakness in the New York market, and we now give the jobbing quotation as 15c, a reduction of ½c. Trade has an improving tendency, although heavy orders are not numerous. Still a fair quantity of metal is going into consumption, and at any rate the demand is not going back. Heavy liquidation in London caused the primary markets to show a further decline. Consumption continues poor in New York, and the electrical companies do not seem anxious to come forward. Producers, despite the stagnation, continue to hold to their prices as firmly as possible, and the market only goes back after a strong fight.

SPELTER—There is no change in spelter, and we continue to quote $5.50 for jobbing lots. Trade continues steady, and inquiries are promising. The London and St. Louis markets keep firm and very little alteration has taken place for some time.

LEAD—There is no change to note in imported lead, and we continue to quote $3.70 with Trail at $3.60. The English market has shown signs of weakness again, but the decline is slow.

OLD METALS—There is no change in scrap prices. The market is slow. We quote: Heavy copper and wire 11½c; light copper, 10c; heavy red brass, 10c; light brass, 6½c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $13.50.

TORONTO METAL MARKET.

February 5.—Slowly increasing in volume, continues to be the feature of the metal trade locally. Copper is down from ¼c to ½c, and tin has declined 50 cents, owing chiefly to the slow business done in these metals a week ago. Some good sales of copper were made early this week at the low price, as many buyers expect to see an advance shortly. Other lines continue to be quoted at the old figures. In the U.S. there has been widespread cutting in steel and this to some extent has upset the market. A number of furnaces have been stacking their pig iron output, and there appears to be no organized effort to maintain prices. Scores of orders have been held up, although the steel car industry is active at the low prices. The cutting is more prevalent on sheets, plates, structural material and steel bars. The rail mills are opening up all over the country in anticipation of large railroad orders. J. J. Hill is authority for the statement that the principal reason for railroads holding back orders is because of the legislative action against the roads generally, and not only because the companies are awaiting a return of prosperity.

The steel industry as a whole in America is running at nearly 60 per cent. of capacity. Disappointment is manifested in the markets because demand lacks snap, and requirements are coming out in a hesitating way. This disappointment has led to the cutting now going on. A good sign of the future is the opening of the Gary plant and the running of all the Homestead departments on full time. In Canada the locomotive works at Montreal are running at nearly full time, although eight locomotive plants in the U.S. are closed entirely. The Dominion Iron & Steel Co. make an interesting statement when they say they can furnish steel to the world's markets at $6 cheaper than Pittsburgh.

PIG IRON—The local market is dull

and this condition appears to rule markets all over the country. Canadian prices are firm and unchanged from last week. Toronto's quotations are: Canada Foundry, $18.50; No. 3 Middlesboro, $21; and Cleveland, $22. Stocks are accumulating and this lends the view that the prices are weakening. U.S. prices are from $1 to $2 lower than a year ago, and there is scrambling there for even the smallest order. Coke is demoralized, and producers are operating but four days a week.

COPPER—The uncertainty in the primary markets last week and the few sales and small orders locally have brought about a reduction of from ¼c to ⅛c in the price of copper. The quotation is now 15c. The 50,000 order which Toronto expects to place for her electrical needs does not at all affect the local market, as it is expected the sale will be made outside. March or April will see activity in copper all over the continent if metal men close to the pulse of trade are to be relied upon; the present slowness of trade being regarded as a resting spell. Some fair sales were made this week at the low price.

TIN—This metal is dull and lower, 30c now being the local quotation, ½c below last week's figure. London reports a collapse under heavy eastern sales. Banca tin is increasing in production and labor is now more readily obtained.

LEAD—Unchanged in price from last week's quotations; imported pigs are still at $3.80. Orders are light and infrequent. Production in the U.S. during 1908 was 6 per cent. less than the previous year, and that country was forced to import from Canada.

SPELTER—Some very large business has been placed locally recently at prices unchanged from last week. The quotation remains at $5.50. The metal is yet the liveliest of all lines. The world's production for last year, although below that of 1907, was yet greater than for any other previous year.

SHEETS AND PLATES—Although there has been fluctuations of late in these lines across the border, in Canada quiet, steady conditions and trading prevail at prices which have been running unchanged from last February. The independent tin plate mills in the U.S. are now all in operation, and the trust is operating at 75 per cent. of capacity.

OLD MATERIALS.—The market is quiet and stocks continue to accumulate. While prices have weakened somewhat, the actual quotations remain at the old figures.

FUR MARKET.

Montreal, Feb. 5.—Trade maintains its high level, and the season is turning out most satisfactorily. There is no change in prices, and we quote: Mink, $5 to $6.50; marten, pale, $4 to $6; dark, $8 to $20; fox, red, $2.50 to $4.50; lynx, $5 to $12; otter, $15 to $25; fisher, $5 to $9; weasel, 25c to 35c; muskrat, 15c to 25c; Canadian coon, 75c to $1.25; skunk, 40c to $1.25; bear, large, $8 to $10; small, $3 to $5,

U. S. METAL MARKETS.

New York, February 4, 1909.

"The Iron Age," says:—Concessions from "official" prices for finished iron and steel are being more generally and more openly made, and only steel rails and tubes have escaped. This is bringing about a loss of business to those who maintain prices and is causing growing irritation. If there were any assurance that a readjustment of prices to or slightly below the level established by the cutting being done by the majority of the independent makers would lead to any increase in sales, and would turn work to the idle mills, then such readjustment would be promptly made. The other alternative would be to put prices so low that they must bring out buying, but such a course would probably run counter to the plans of great financial interests. It looks, therefore, as though the iron industry were condemned to a period of drifting, which will be charged chiefly to the pending revision of the tariff, whereas lack of demand and growing domestic competition are really the principal causes.

The markets are dull in every direction and there are hardly any trasactions to relieve the monotony. Our Chicago correspondent reports that an order for 10,000 tons of Open Hearth Rails has been placed by the Northwestern road and that specifications from the same road for 20,000 tons of Bessemer Rails, carried over from last year, will be turned out by the Illinois Steel Company. The latter company has also received specifications for 28,000 tons from the Rock Island, which in addition will probably require about 18,000 tons more. Included in prospective rail orders are 35,000 to 40,000 tons from the Baltimore & Ohio, about 40,000 tons from the St. Paul, 6,200 tons from the El Paso Southwestern, and 5,000 tons from the Great Western.

Returns from the blast furnaces received by "The Iron Age" show that capacity at work increased during January from 402,000 to 414,500 tons weekly, at which figure it stood on February 1. The January product is estimated at 1,801,000 tons, as compared with 1,741,000 tons in December, the steel companies contributing 1,118,000 tons and 1,090,000 tons, respectively.

There has been some business in copper, both for foreign shipment and for domestic requirements. The former was done down to 13½c., with sales at higher prices since then. For the home market transactions were made down to 13½c., followed by a recovery to 13⅝c. The feeling is gaining ground that the metal will have to work out its own salvation. The interests which last year made sacrifices by closing down their mines appear to have had quite enough with one experience in "holding the umbrella."

U. S. IRON TRADE.

Cleveland, O., Feb. 4.—"The Iron Trade Review says: Viewed from the standpoint of present sentiment, the month of January has proved a distinct disappointment in the iron and steel industry. The gain in mill orders which was confidently expected to come early after the beginning of the new year has not made its appearance. On the contrary, the aggregate volume of entries made upon mill books by some steel companies has shown a decrease. Generally, however, the situation may be stated that while no forward motion of the industry is to be noted, none of the past improvement has been lost, and the less hopeful tone characterising the market seems to have resulted from the failure of actual conditions to measure up, to anticipations.

The past month has not been without its progressive features. The heavier lines, such as rails and semi-finished steel, which the mills count for tonnage have displayed more activity and substantial increases of output have been made. This has resulted in part from the prompt manner in which the Pennsylvania Railroad has specified against its recent rail contract, and by a heavier consumption by the miscellaneous users of light and standard rails, billets and steel bars. Although there is a backwardness to the final closing of rail contracts by the steam lines, the buying of steel cars continues, the Pennsylvania lines west having awarded during the past week 2,200 and the Chesapeke and Ohio 500 cars.

The disturbing factors in the market continue the current shading of finished material prices by some independent interests, which is apparently increasing, and the doubt engendered in the minds of buyers as to the extent of the revision of the tariff and its consequent effect upon the market.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

The Story of Rope.—The Plymouth Cordage Co., of North Plymouth Mass., and Welland, Ont., is issuing a series of bulletins under the title "Plymouth Products," giving information concerning the company and its products which should prove interesting to all rope buyers. The last number to hand, No. 6, contains the beginning of the story of rope and takes one down through the ages from the time when strips of hide and bark, and pliant reeds and rushes were used as cords. The ropes used by Egyptians, Peruvians and the North American Indians, are treated of, and special notice is made of the use of rope by fishermen in the early days. A short article entitled "Pure Merchandise," gives some thoughts to the rope buyer and emphasizes the point that buyers should be as particular about getting pure rope as pure paint or pure food. Longfellow's poem "The Ropewalker," is used in place of an introduction.

Lawn Goods.—Lewis Bros., Montreal, have sent out to the trade an attractive catalogue advertising lawn goods. This book is one of the largest catalogues ever sent out advertising one line of hardware. Any dealer who would like to receive one can do so by dropping a line to the firm.

Trade News From Atlantic to Pacific

Eastern Canada

New Buildings at St. John—Railway Construction Work—Woodstock, N.B., May Secure New Industry.

HALIFAX.

February 3.—The heavy fall of snow throughout the Province during the past week has caused quite a boom to business, and nearly all lines of trade have been benefited thereby. The country roads are now in better condition and traveling has increased greatly. The lumbering industry which so badly needed snow is now at its height, and all the saw mills are in full swing.

The ladies in charge of the Convent of the Sacred Heart, on Spring Garden Road, have just awarded a $30,000 contract to Faulkner & McDonald, for an addition to that educational institution. The building operations will start in April, and the contract will be completed by October. The addition will be three storeys, with basement. The foundation walls and trimmings will be of granite, and the building will have a French slated roof. The first floor will have five class rooms of thirty feet each. The second floor will have a large assembly hall with stage. The third floor will be used for bed rooms. The extension will be electric lighted throughout, and will be heated with hot water.

The firm of Bruce, Stewart & Co., Charlottetown, P.E.I., is putting together fifty gas engines. These engines were all cast and milled by the firm.

ST. JOHN.

Feb. 3.—Now that stock-taking time is over merchants are looking forward to an improvement in business during the present year. The past year was fairly successful though there was a tendency toward "light buying" and in consequence stocks are in good shape. Building operations during the past year were somewhat below the mark, though the figures are not yet available, the building inspector not having made his report as yet. The present year is likely to be a fairly busy one as a number of new buildings are being talked of. One of the projects now under consideration is the building of a bridge across the harbor at an estimated cost of three quarters of a million dollars. Plans are now being prepared by F. W. Holt, C.E., and the Dominion and Federal Governments are expected to co-operate with the city in the undertaking.

Tenders are being called for the erection of a new school house at Centreville, to cost $7,000. They are to be in by Feb. 8. New residences are to be built in Sussex for W. D. Turner and H. A. White.

The aldermen are considering the question of making extensive changes in the City Hall or of building a new structure. A committee has been appointed to look into the matter.

The council of the Board of Trade of Fredericton have appointed a committee to prepare resolutions urging the construction of a line of railway from Fredericton to Woodstock and also the extension of the Central Railway from Minto to Fredericton. The Board also endorsed a proposal to extend the York and Carleton Railway from Ryan to Nappadoggan Lake to connect with the Transcontinental. They will urge that the Provincial Government grant a subsidy.

Winter has not stopped work on the G.T.P. railway construction in this province. With the exception of a mile or two, the right of way for 255 miles through New Brunswick has been cleared, much grading has been done and several long sections of track laid. An average of 3,960 men and 653 horses have been employed the last two months.

Robert Richardi, of Arnprior, Ont., has been in Woodstock looking into the matter of establishing a factory there for the manufacturing of clothespins. The idea is to purchase a mill now operated by James Carr and to install new machinery. The Town Council and Board of Trade are looking into the proposition.—W. E. H.

Province of Ontario

Chatham Firm Pushing Pianos as a Side Line—News of Brantford and London Industries—Death of Two Prominent Hardwaremen at Ottawa.

OTTAWA.

Feb. 3.—The Ottawa Paint Works have moved into their new building on Wellington St. and are installing the most modern paint machinery to enable them to successfully cope with their increasing trade. The new premises are large, well planned and fireproof. This industry is a credit to the capital having grown from a small beginning to its present importance. Its trade at present is chiefly centered in the district known as the Ottawa Valley.

Tenders are being called for the construction of a complete reinforced concrete grand stand for the exhibition grounds. Tenders will be received by the Secretary of the Exhibition Association.

Trade for this season of the year is considered very good, as these are usually the slack months of the year and merchants endeavor to create business by making special sales. However, there are not so many of these as formerly.

Ottawa suffered the loss of two prominent hardware men last week, when death summoned William Graham and C. A. Butterworth.

William Graham was one of the pioneers in the hardware business in the city and for several years was employed by the Mann hardware firm which at one time occupied the premises now under possession by Granes Bros. Later he was employed by Geo. Hay and then, twenty years ago, he launched forth into business for himself. He was well-known among the hardware people and characterized as a man of sterling integrity and progressiveness. The deceased was but fifty-seven years of age and leaves to mourn him, besides a widow and one daughter, three sons, Ernest, Claude and Cyril. The funeral took place Monday afternoon and was attended by a large number of the Capital's representative business men.

The late C. A. Butterworth was vice-president of the Butterworth Company and one of the best known business men in the Capital. He was born at Port Hawkesbury, Cape Breton and came to Ottawa when seven years old. His first position in commercial life was as clerk in Crosby & Company's boot and shoe store, and later he became book-keeper for Meadows & Company, hardware merchants. In 1874 he entered into partnership with his two brothers, John J., and Enoch B., on Wellington St. John Butterworth retired after a time, later entering the coal business and the other two brothers continued in the hardware business up to the time of the decease of Charles Butterworth. The deceased in his younger days belonged to the 43rd Regiment and was a Fenian Raid Veteran. He also was a member of the Masonic Order. The funeral, which took place on Monday morning, was largely attended by Ottawa's leading citizens, who paid their last tribute of respect to one prominent in commercial life.—G. E. M. H.

HAMILTON.

February 3.—Mrs. Minnie C. Wright, executrix of the estate of E. T. Wright, has issued a writ against Harry G. Wright, to have the courts define the partnership interests in the firm of E. T. Wright & Company, a dispute having arisen over these interests since the death of Edward T. Wright.

The Canadian Road Machine Company, of Hamilton, has been incorporated with a capital of $60,000.

The will of H. P. Coburn, formerly president and general manager of the Sawyer, Massey Company, has been entered for probate. He left $164,292.27. The succession duties will amount to

$4,920. Of the total estate $142,000 is left to his widow, and the balance is divided among the family.

The Dowswell Manufacturing Company, manufacturers of washers and other woodenware, are contemplating an extension to their factory. A decision has not been arrived at in the matter yet, but if the company decides to go ahead the addition will be a substantial one.

The Board of Education expects to build additions to two or three schools this year. The Separate School Board will make alterations to its schools at an estimated expenditure of $4,000.

Benjamin Broughton, John S. Broughton and Joseph Wheeler, formerly of the Hamilton Stamp & Stencil Company, are among the incorporators of the Superior Manufacturing Company, of Toronto, which will also manufacture stamps and stencils.

Trouble was threatened last week between the stove manufacturers and the molders over the old question of wages. However, it is understood that the matter has been patched up temporarily, at least. A quiet season is looked forward to in labor circles in this city, agreements having already been made by the bosses with the various unions. This should prove an encouragement to business.—D. L.

BRANTFORD.

February 3.—A. G. Riley, president of the McCaskey Register Company, of Canton, Ohio, was in the city on Friday last. This firm have decided to locate a branch factory in Canada, and a delegation are now looking for the best site procurable. In order to protect their patents, temporary quarters have been secured in Hamilton, but they have not decided to locate there. The president is a Brantford boy, and hopes to see it located here.

E. J. Taylor, a member of West, Taylor, Bickle Co., Norwich, manufacturers of brooms, has withdrawn from the partnership and will manufacture these articles in Montreal.

The shareholders of the Brantford Roofing Co. held their annual general meeting on Tuesday afternoon, at the office of the company. A large number of the shareholders were present. The directors' report and financial statements were submitted, giving the shareholders full information in regard to the business. The usual dividend was declared. It is proposed to proceed at once with the erection of an additional storage room, which will provide much greater facilities for the handling of their increasing business. Considering the general decline in trade of the past season, the reports were considered very satisfactory. The Board of Directors were re-elected.

The Dominion Telephone Mfg. Co., Waterford, has placed an order for 200,000 sand lime bricks with Schultz Bros., of this city. They intend erecting an addition to their present plant.

F. B. Gourlay, of St. Catharines, has opened up a plumbing shop on East Street, Welland, and has installed a complete line of heating and gas fittings.

Merritton has installed a new electric lighting system in the village. The plant is owned by the municipality, and as they have contracted for Niagara power, are in a position to offer power at a low rate to those wishing to locate factories there.—A.W.

LONDON.

February 2.—George White & Sons have decided to extend their plant on Cabell Avenue, provided they can purchase property adjoining their premises. The firm has built a large factory on Cabell Avenue, south of the Grand Trunk, and the building is now used as the woodworking department. The intention is to remove at least one department to the east end each year, as the firm is cramped for space in its downtown factory.

The Globe Casket Company, whose works were recently destroyed by fire, will remain in this city, the City Council having agreed to give the company exemption from all taxes, except school rates and local improvement charges, for a term of twenty years.

Only two other manufacturing firms are now enjoying exemption—the McClary Mfg. Co. and the White Engine Works. These firms entail a total exemption in money of $190,000, but both will have reached the end of their exemption in three years' time. The engine works property is assessed at $39,690, but has exemption which results in a fixed assessment of $17,000. The McClarys have a proportionate concession, although theirs is based on the new large foundry at Chelsea Green. The assessment is $317,400, on which sum, however, they pay taxes for but $150,000, making a total exemption of $167,400.

The City Council has decided to get after new industries, and with that object in view last evening, adopted a resolution to seek legislation empowering it to submit a debenture by-law authorizing the expenditure of $100,000 on free sites and to acquire such other advantages as will induce industries to locate in London.

The Hobbs Manufacturing Company will shortly rebuild the glass works which were destroyed by fire some time ago. The company owns the land from its offices on the north side of the Grand Trunk tracks through to York Street, with the exception of the corner, which is occupied by the Campbell homestead. If this corner can be secured the new building will be the largest one-storey structure in the city.—F. T. Y.

CHATHAM.

February 2.—This week, following Saturday's big snow storm, the hardware trade has felt the revivifying effect which comes of good sleighing and fairly passable roads. Business, which was pretty quiet the last week or two of January, livened up remarkably. With several weeks of cold weather and good sleighing, February would be a banner month.

Hardwaremen have been taking advantage of the quiet season to start in with their stock taking. They have also put in some pretty attractive windows. Peter Cunningham put in one last Friday that packed the sidewalk in front of his store on Saturday, even though the window was partly frosted and a small sized blizzard was raging. The display comprised the Oldest Citizen astride the frame of a Velox grindstone, and working the machinery with all his might. The pioneer dressed in common garb of uncertain color and with a pair of glasses on his nose, was, of course, a dummy, pieced together by the "boys" during odd moments, the mechanism being worked by wires further back in the store. The grindstone and its occupant were surrounded by a display of wrenches, hammers, etc., while the outer side of the stone bore a circular card with the inscription, "We are grinding out bargains for you." One caller wanted to know who the old gentleman (that wasn't the exact word he used) was, and threatened him with actual violence when he desisted from running the stone. Mr. Cunningham also relates that one evening about 10 o'clock when the boys had the old gentleman lying stretched out in the back of the shop an alert member of the local police force, glimpsing the performance through the window, forced an entrance, querying breathlessly: "What are you doing here, boys? What have you got here?" The gentleman when in operation has an aspect of enticing reality, and this variation from the "still life" so common in window displays has made a hit.

A rather attractive feature in J. C. Wanless' window this week is a crosscut saw. The window is devoted to blankets, axes, lanterns and other articles handy for the woodsman; and the centrepiece is a cross-section of a log, sawed into a few inches with the crosscut saw still in the cut. About the log is sprinkled a generous supply of sawdust, which gives the display an added touch of reality.

Jules Perrott, of Geo. Stephens & Douglas, has been out in the country of late, looking after prospects. The firm are steadily booming the Mason & Risch piano as a side line, a display occupying a generous share of their window space.

All the local hardware men are now in the thick of the letter box business, following the installation of free delivery, and letter boxes are a feature of most window displays. The street vendors' early prices of $1.15 and thereabouts have dropped miraculously to 35c and 50c. There is a steady demand, and this will continue until practically the whole city is supplied; an event which, as may be seen by a walk down any street, is still distant. One hardware man stated this afternoon that in his first 8 years here he didn't sell more than half a dozen letter boxes. Though it is only a couple of weeks since free delivery has been started, he has already sold in the neighborhood of a gross and a half.

M. McGuire, of Dresden, has sold his machinery and carriage business to Jas. McGregor.

John Carver, of Stephens & Douglas, is around again after a week's illness. —W.E.P.

British Columbia

Canadian Northern to Build to Vancouver—Revelstoke to Have Sewerage System—Tin Smelter to be Erected Near Victoria.

VANCOUVER.

Jan. 30.—Conditions in the lumber industry are improving gradually and following the supply of logs becoming slowly scarcer the prices of lumber may go up. It is stated that some advances have been made, but this is not official, the B.C. Lumber and Shingle Manufacturers' Association, which controls the list, knowing nothing about it. Still for some months past dealers have been charging what they can get without any reference to the agreed-upon schedule, and it may be that some are now forced to charge more, since logs are firmer.

The opening of the Legislature has not yet been productive of a great deal, since the debate on the address in reply to the speech from the throne is now in progress. The opening of the Legislature, however, has brought D. D. Mann, of the Canadian Northern to the coast, and the announcement has been made that the Canadian Northern will build to Vancouver, coming south via Lytton or Kamloops. This will make greater activity in those business circles which supply the materials for railway construction. This summer promises to be a busy one. The G.T.P. is going ahead in the North, the Great Northern in the middle interior, D. C. Corbin's line in the far eastern portion of the province, and the extensions of the B. C. Electric Railway on the coast.

The permits for the last week issued by the Building Inspector totalled a value of $95,410. Among these was one for $20,000, for a brick factory for the Empress Manufacturing Company; one for $10,500, frame church for the Fairview Methodist Church; one for $1,000, for a frame workshop for the Hoffer Motor Boat Co.; and one for $22,000 for a brick veneer apartment house for J. J. Banfield.

John Hendry, president of the B. B. Mills Timber and Trading Company and head of the Stave Lake Power Co., has placed an order with the Vancouver Shipyards for a motor launch to cost $15,000. This will be the finest on the coast. The designer is Alfred J. C. Robertson, of North Vancouver, who while in Montreal, after coming out from Scotland, designed the Dorval.

Steel for the large new building on the site of the Arcade in the centre of Vancouver has been ordered, and the first shipment will soon be on the way. Demolition of the structures now on the ground is expected to start on March 1st, and every effort will be made to get up the sky-scraper as soon as possible. This will make an imposing corner, as Hon. F. Carter-Cotton's large building, now under construction, will be on a corner diagonally opposite, with the courthouse and Flack Block also opposite.

Adjoining the new post office, which will be ready for occupancy in a couple of months is the steel and concrete and stone structure, of corresponding architecture, being erected by R. V. Winch. On the opposite corner from this will be the large hotel building previously mentioned, so that downtown Vancouver will soon have some very noticeable improvements.

Twenty carloads of machinery have been received for the new plant of the Nicholas Chemical Company, now under construction near Barnet, on Burrard Inlet. C. W. Nichols, president, before leaving for New York, stated that the plant will be in operation in two or three months. The raw material will be imported from Japan.

The last of the machinery for the Western Explosives, whose factory will be on Bowen Island, has arrived, and when placed in position manufacturing will begin.

The Mosler Safe Company has opened an office at 139 Water St. The manager here will be Weldy Clark, known in Winnipeg and Toronto as a good lacrosse player.

The Paterson Manufacturing Company, which has branches in Montreal, Winnipeg and Toronto, is erecting a warehouse in this city, and has purchased an entire block in Fairview where operations will be conducted.

NEW WESTMINSTER.

Jan. 30.—The Schaake Machine Works, of this city, has completed its first consignment of twenty Johnston shingle machines which were ordered by the Davidson Ward Lumber Company for its mill at Loughborough Inlet. The machines will be installed under the superintendence of Mr. Whitney, of the Whitney Engineering Company, of Tacoma.

KELOWNA.

Jan. 30.—Additional machinery is being installed by the Kelowna Saw Mill Company so as to manufacture boxes for packing fruit in. This part of the plant will be ready for this season's trade. A new planer and conveyor are also being put in the sawmill.

REVELSTOKE.

Jan. 30.—Col. Tracy, of Vancouver, has completed the plans for a new sewerage system for this city, which will cost $100,000. Only the central portion will be constructed at present, the others to be installed as necessity may require.

Mr. Chapman, of the Canadian General Electric Company, of Toronto, has installed a gas producer in Revelstoke, The test trial proved very satisfactory.

FERNIE.

Bean Bros. have completed their new machine shop, the whole plant being designed with a view to enlarging in the future, the power plant and furnaces being double the present requirements. The main building is 40x30 feet, two stories high, and the moulding room 30x60 feet, all of concrete. The machine shop occupies the lower floor of the main building and is supplied with a 36-inch planer and 9-foot bed, a 42-inch lathe with 16-foot bed, a 24-inch lathe with 14-foot bed, and a 12-foot lathe with 19-foot bed, besides a drill press. Motive power and heat are supplied by steam.—R. B. B.

VICTORIA.

January 28.—Hardware trade in Victoria is, at the present time, pretty good, and the outlook for the near future is very bright; there is a good healthy feeling about, and everyone is optimistic. There are indications of a great deal of building for the next few months.

A tin smelter in the immediate neighborhood of Victoria will be the next development work on Vancouver Island. This will be built by the Pacific Tin Mining & Smelting Co., a local concern which was incorporated on Jan. 14th of this year, and means to commence work at once. While it will be a few miles from town, it will be so near that all trade will be tributary and will mean much to the city.

The following firms tendered for castings, etc., for Victoria:—Victoria Machinery Depot, B.C. Foundry & Engine Works, Adams & Parsons. The Victoria Machinery Depot were awarded the contract as lowest tenderers. Contract for fire hydrants was awarded to Hutchinson Bros.

Sealed tenders properly indorsed will be received by the Minister of Public Works at Victoria, B.C., for the erection and completion of a bridge across the Columbia River. Tenders are also being called by the Provincial Government at Victoria for wrought and cast iron, per pound, for all the iron work for the above bridge.

By the introduction of new and thoroughly up to date cars, and an extensive addition to and re-arrangement of its car tracks, the B.C. Electric Railway Co. will soon start upon a work involving the expenditure of $100,000 in this city. Six new cars have been ordered of the style termed the Detroit platform car, and will be forty-five feet in length. The motors will be the 440 horse-power type, and each car will be fitted with air brakes. The company are to put in several loops in their present tracks, made necessary by the introduction of the larger cars.

Thos. G. Dexter, general manager and buyer for H. S. Howland, Sons & Co., Toronto, is in town this week. It is 17 years ago since Mr. Dexter was in Victoria, and he has found a great many changes and great development, both here and at all points on his trip west.

Mr. Dexter found the trade outlook for 1909 very bright, especially so in the Northwest. Mr. Dexter met several old acquaintances while in Victoria. —W.B.C.

Laws Governing Trade in British Columbia

Unless License is Taken Out Joint Stock Companies Have No Legal Status and Contracts Are Null and Void.

A matter of great importance to joint stock companies doing business in British Columbia, especially where contracts of sale are entered into, is that unless an extra provincial organization has registered and taken out a license, upon the commencement of its operations in the Pacific coast province, it has no legal status. It is, therefore, not safe as one manufacturer expressed it "to do business there, unless you have first registered and paid the interprovincial tax."

A case recently tried goes to prove that a company transacting business was non-suited by the Supreme Court of British Columbia when action was entered to collect, on the ground that the outside concern had not registered and taken out a license. Extra provincial companies, no matter if they have a federal charter and are licensed to do business in all parts of Canada cannot, it seems, live up to the full privilege and powers accorded them when it comes to securing orders in the far western province; and the regulation now in force would appear contrary to the spirit and intent of confederation itself. If outside corporations do not register and take out a license in British Columbia, the Court of Appeal of that province declares that any contract, even if made through correspondence, is not enforceable. Why should the law apply to mail orders is the query? Surely it is exacting enough in its application to joint stock companies selling goods by travellers, resident agent or branch office.

Here are the fees—Where the nominal capital does not exceed $10,000 a fee of $25. For every $5,000 of nominal capital, or part of $5,000, after the first ten thousand and up to twenty-five thousand, $5. For every $5,000 of nominal capital, or part of $5,000, after the first twenty-five thousand up to five hundred thousand, $2.50; for every $5,000 of nominal capital, or part of $5,000, after the first five hundred thousand, $1.25. It can easily be seen what it costs to obtain a license. The smallest capital of any incorporated organization doing business in the west would probably be about $40,000, and the highest from $100,000 to $250,000, and in a few instances the capital stock might reach half a million or a million dollars. It would cost the firm with $40,000 capital $47.50 to secure the collection of even a five or ten dollar account; or in other words, they would have to pay this to register and take out a license, without which they could not legally proceed to make clients or customers live up to the letter or spirit of any contract. A business concern capitalized at $100,000 would have to pay $77.50 for a license, and one at $250,000 to hand over $152.50 to the province.

No Connection With Travelers' Tax.

This tax, it may be explained, has nothing to do with a traveller's tax, the two sometimes being confounded. The only travellers required to take out a license are non-resident representatives, selling or taking orders for liquor or tobacco to be imported. The license fee is $100 for six months and $200 for one year. Practically the same fees are levied in Saskatchewan, Alberta and Manitoba, and it may be added that no license is required in the West for the sale of goods except liquors and tobacco.

The regulation affecting outside or extra provincial corporations is the one to which serious objection is being taken, and to which the attention of many manufacturers has of late been drawn by those, who have had unfortunate experiences. In plain language, the act means that foreign chartered corporations may do business in British Columbia without registering and securing a license, but they are doing so at a risk—the danger of not being able to uphold their rights or make collections, in the event of dispute or quibble, unless the courts are shown that a license had been taken out.

It may be asked why did British Columbia pass such an act? Probably, because the legislative body of that province knew that eastern firms were all anxious to secure trade and build up a connection in the flourishing west. Realizing that comparatively few houses had branch establishments, the provincial authorities evidently thought they might as well augment the revenue and have a generous slice of what was going.

A prominent Toronto manufacturer stated that he believed, if an incorporated company seeking to make recovery of moneys due for delivered goods, was non-suited by the Supreme Court of British Columbia simply on the ground of neglect of registration, the company could, on appeal to a higher court, have the law declared ultra vires and the regulation repealed. So far no firm has fought the matter to a finish. Wholesalers and manufacturers want to know exactly where they stand, and if all contracts are null and void through neglect of registration, the Dominion Government should disallow such an act which, to say the least, is evidently selfish, discriminating and contrary to a national spirit of expansion.

Toronto Firms Interviewed.

The Kemp M'fg. Co., Toronto, when interviewed, said they had a resident agent in Vancouver, but had not registered in that province. A representative of the company remarked that, it did not seem good law that a contract of sale could be set aside on such a flimsy pretext. It was not safe for any company to do business there and expect payment for goods sold without first registering and taking out a license.

The Macdonald M'fg. Co., Toronto, said that certain terms of a contract, which they had with a customer in British Columbia, were disputed. As the amount involved was small the company decided that they would not go on with the suit as they had not taken out a provincial license. To do so would cost considerably more than the contested amount. It was strange that an account could not be collected unless an outside firm had secured a provincial license and that without this joint stock companies had no legal status.

Alfred Zephcott, president of the Dominion Paper Box Co., is one who has personally suffered through another company, in which he is interested, being about to enter action to enforce what they considered their rights. They were, however, told by their solicitor that, as the organization had failed to register in British Columbia when beginning business there, they would be non-suited. The legal gentleman cited previous cases of a similar character which had been tried. The judgment delivered had stood and would likely stand until carried by litigants to the Privy Council and set aside. "We therefore decided," said Mr. Jephcott, "not to proceed with the case." "It is not the duty of any one incorporated firm," he added, "to act as pioneer in this matter and bear the expense of conducting a campaign on behalf of all the others interested, in order to test the constitutionality of the act. The Canadian Manufacturers' Association is the body to take up this matter, and present the injustice and narrowness of the regulation to the federal authorities who I believe, would promptly declare such an enactment ultra vires. Personally, I do not see how it can stand for one minute, if put to the test, that a provincial legislator can frame such an act and a provincial court put such a construction upon it. In my judgment, and in that of many others, the measure is in contravention of trade and commerce. The whole matter should be pressed home at Ottawa, without delay."

Hardwaremen Bigger Than Their Business

The Fourth of a Series of Articles Tells of a Saskatoon Merchant Who Besides Conducting Two Hardware Stores and a 960-Acre Farm finds Time to Serve His City as Chief Magistrate.

In every province of the Dominion merchants are to be found who, while carrying on an extensive business, have found time to devote to civic matters, or have helped in some way to develop the community in which they live apart from the store. Perhaps no business in the commercial world needs more attention than does the hardware business, and yet how often one sees the successful hardwareman taking an active part in the government of the city and occupying the position of chief magistrate. It takes a man with unlimited capacity to be a successful business man, and this perhaps is the reason why one frequently sees a hardwareman elected to the highest office in which it is the people's power to place him.

Like many more hardwaremen in the West, Mayor William Hopkins, of Saskatoon, has proved bigger in many respects than his business. While keeping a watchful eye on his store in the city he fills the office of mayor, has a branch store at Tessier under his direction and personally supervises operations on his 960-acre farm in the wheat-growing Goose Lake district.

Mr. Hopkins came west from Hanover, Ont., in 1882. His father, who for 21 years was reeve of the Township of Bentick, in the Township of Grey, ran for member of Parliament, but was defeated.

Before coming to Saskatoon, Mr. Hopkins spent a number of years in several Manitoba towns and conducted a general store business in Lauder and Hartney. Three years ago he located at Saskatoon, occupying the same premises in which he now conducts his business. Having confidence in the future of the city he located on the west side, and for a time had no opposition. Having an open field he put in a stock of straight hardware, with tinshop in connection. Since that time the business has had a wonderful expansion. Not only did the community grow rapidly, but he held sway with the farmers to the southwest who patronized his store. The stock had to be increased and the premises enlarged accordingly.

Mr. Hopkins believes in up-to-date methods in business and endeavors to make his store as attractive as possible to his patrons. Behind the counter, where the shelf goods are stocked, doors covered with green baize have been hung. On the outside of these doors samples have been fastened, in an artistic manner of the goods kept on the shelves behind. In this way the goods are easily located and customers can see at a glance what their requirements are.

Having an efficient staff of clerks, Mayor Hopkins is able to devote all the necessary time to the affairs connected with his civic office. He makes a point of being in the mayor's office every forenoon from ten to twelve o'clock to transact any matter of business which needs his attention. The weekly meetings of the council are held on Wednesday night, while there are frequent committee meetings. For two and a half years, since the time the city was incorporated, Mr. Hopkins held a seat at the council board as an alderman. Besides meeting the requirements of Ward Two, which he represented, he was considered an all-round progressive man in the interests of the whole city. During his term as alderman he gained the confidence of the people, who last December elected him by a good majority to the office of mayor.

MAYOR W. HOPKINS, SASKATOON.

Seeing another good field open for a hardware business, Mr. Hopkins a few months ago purchased a site in the Township of Tessier, built a store and put in a stock. This branch store is in the capable management of E. Garvie.

Mr. Hopkins' farm, which is in the heart of the hard wheat belt, is all under cultivation, the principal products being wheat and oats. The mayor usually spends several weeks on it during seeding and harvest, thus he claims the triple title of farmer, hardwareman and mayor.

D. G. R.

ALUMINUM 20 YEARS OLD.

Aluminum was the subject of a paper read before the Institute of Metals in conference at Birmingham, England, by J. T .W. Echevarri who said that 20 years ago the metal would have cost over $16,000 per ton, and now it can be obtained at $500 to $325 per ton. Its properties of lightness, good electrical conductivity and freedom from tarnishing, combined with its non-poisonous nature and its insolubility in weaker organic acids has rendered it particularly valuable. It is now formed into cooking utensils, is made into parts of motor cars, into parts of textile machinery, into toilet and fancy articles, into coverings for walls and ceilings, and it is used for electrical purposes.

LEVELING AN OILSTONE.

A handy method of quickly reducing parts of a stone which stands too high or improving the form of a worn slip is to scrape it with the edge of a piece of glass, used in the same way as a steel scraper is used on wood. A piece of glass can always be obtained when perhaps the ordinary methods of rubbing down are not available or would take too much time. The stone can be scraped in this way either with or without water. Without water is perhaps the best, as it is then easier to see how much is being removed. If one end or one corner of the stone stands higher than the rest it is easier to reduce to a general level in this way than by the ordinary methods, which make the surface flat, but cannot easily remove a slope to one end or one side, says a writer in a recent issue of the Patternmaker. A slight inclination in any direction causes the oil to run off the stone, and it is advisable, therefore, always to leave the stone slightly hollow so that the oil will tend to run to the middle when it is left standing.

The greatest wear occurs not in the midde of a stone, but near the ends, at the places where the movement of the tool is reversed. It is therefore chiefly a small area at the extreme ends which requires scraping down, and sometimes a little in the middle and along the sides, to take some of the hollowness out.

When the stone is reduced in depth the edges of the case and cover may be scraped and a few shavings planed off, and the stone and case may thus in a few minutes be made as clean as if it were new.

MANUFACTURE OF TINFOIL.

Tinfoil, so extensively used for wrapping tobacco, certain food products, and other articles of commerce, is a combination of lead with a thin coating of tin on each side. A tin pipe is made of a thickness proportionate to its diameter, and this pipe is filled with molten lead and rolled or beaten to the thinness required. In this process the tin coating spreads simultaneously with the spreading of the lead core, and continuously maintains a thin, even coating of tin on each side of the centre sheet of lead.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Room 511, Union Bank Bldg, Winnipeg.

Winnipeg, Feb. 3.—The most important event, commercially, of the week was the final decision handed out by the Premiers of the three Provinces of Manitoba, Saskatchewan and Alberta, on the question of provincial Government ownership of interior elevators. The decision was made public on the 30th instant, and it has been awaited with no little interest and anxiety. The Grain Growers Associations that had called for this very radical change in the handling of the chief industry of the West seemed very confident that their demands would be acceded to in a measure at least, but they were doomed to disappointment. It is whispered that not a few of the line elevator companies that are finding little profit in their houses were somewhat disappointed also.

In brief, the decision was an emphatic refusal of the demands of the grain growers, based, of course, on constitutional grounds. The Premiers declined to act in accordance with the wishes of the grain growers on the grounds that they deemed it necessary to secure an absolute monopoly of the grain trade in order to insure the success of such a great governmental undertaking, involving the estimated expenditure of from seven to ten million dollars. To create such a monopoly would be unconstitutional under the British North America Act. In explaining their position the Premiers state that the consideration of unusually grave and complicated questions, constitutional, financial and legislative, are involved, and that unless the British North America Act is amended to give them the powers already alluded to, the Government ownership of elevators might "fail and prove futile, and possibly be followed with disastrous results."

In this decision there is no doubt the Premiers have, to a certain extent, side-stepped the question, as there is no absolute proof that a complete monopoly of the powers specified is necessary, and indeed the Grain Growers' Association stoutly maintain that it is not. But outside the ranks of the more rabid of the grain growers it is not likely that the Premiers will be at all severely criticised for at least gaining time for a more full and lengthy discussion of the whole question.

It is not to be supposed for a moment that the question has been disposed of, but at least it has been given a hoist that will give time for the collating, sifting and discussing of evidence in connection with such a project before the country is committed to costly and perhaps wholly impractical legislation whereby existing trade relations with Great Britain might be seriously impaired.

Mills and Flour Trade.

The Saskatchewan Flour Mills Company, of Moosejaw, opened their new mill during the past week and the event was marked by a grand banquet tendered by the Board of Trade to the owners and employees of the mill. Up to the present time Moosejaw has had a mill with a 200 barrel capacity. This was bought out by the present company and practically rebuilt into a splendid modern 1,000 barrel mill. There are two elevators in connection with it, with a combined capacity of 175 to 180 thousand bushels. In addition to the mill proper there is a fine modern packing house and oatmeal mill.

The enormous number of homesteads taken up in the Moosejaw district during the past year, and the general increase in wheat growing on the Moosejaw plains indicates the possibilities of Moosejaw as a milling centre, so that the opening of the present mill is not only regarded as important in itself, but also as an augury for the future.

The Western Canada Flour Mills, Ltd., had its new issue of stock officially listed on the London Stock Exchange, and a large portion of the £225,000 six per cent. first mortgage 20 year sinking fund sterling bonds have been taken by British investors.

Movement of Real Estate.

The most important real estate transaction of the week was the purchase by T. D. J. Farmer, of Hamilton, Ont., of 98 feet on the east side of Main Street, immediately south of the site on the southeast corner of Portage Avenue and Main Street, recently acquired by the Bank of Montreal for their new western headquarters. The property bought by Mr. Farmer is at present occupied by the O'Connor Hotel, a very ramshackle place, but quite a famous hostelry of the olden days. The Bank of Montreal are getting out most elaborate plans for their new building, and as soon as these are completed and the style of the building definitely decided upon, Mr. Farmer will have plans drafted for an office building, to be erected on his property, that will be, in all essentials, in keeping with the bank building and also with the National Trusts building which bounds his property on the south. The property purchased by Mr. Farmer has a depth of 155 feet to a lane. The price paid for the property was $2,000 per front foot, or a total of $196,000.

Range Cattle in Good Shape.

Mr. Ryan, of Ryan & Fares, has just returned from an extended trip returned from from an extended trip through Alberta and reports that he has never seen the range cattle and horses looking better. The fall and early winter were ideal for stock and they got as fat as butter. At the time of the extreme dip in the first week in January there was no snow to cover up the feed and the cattle sought sheltered places and took no harm. Since that time the weather has been as mild as spring and the cattle are in a thrifty and altogether satisfactory condition.

Mr. Ryan, who is an old westerner, states that never in his experience has he seen so many settlers come in in January. Many of those arriving are Americans who come in over the Soo Line by way of Moosejaw, many of them are going into that district and the districts round Maple Creek and Crane Lake.

Wheat Market.

The market has held strong all week with a decided increase in export trade especially for May and June delivery. Low grade wheat have been principally in demand for this trade, but Ontario millers are good buyers of contract wheat. Receipts continue to be very light, in spite of the mild weather which prevailed up to Friday morning the 29th when there was a sudden drop in temperature.—H.

Hardware Markets.

January proved to be a very satisfactroy month, with the hardware trade. The volume of business with the wholesale houses was considerably in excess of last year, and there has been a satisfactory improvement in country collections. Stocks in the country are low, business is on a sound basis, and everything points to a record year.

Stocktaking has been the order of the day with several wholesale houses, and, as is usual after the first of the year, there has been a general revision of prices in several lines of goods. A number of changes of more or less importance are noted below:

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized, wire, 6, 7, and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.50; No. 2 and larger, $4.25, snowshoes, No. 0 to No. 1, $4.75, No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85, No. 2 and larger, $4.60; featherweight, $6.00.

HORSENAILS—MRM, cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg base.

PRESSED SPIKES—¼x5 and 6, $4.60; 5-6x5, 6 and 7 $4.25, ⅜x6, 7 and 8, $4.10, 7-16x7 and 9, $4.00, ½ x 8, 9 10 and 12, $3.90, ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron, 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. copper; No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 10, 33c per lb.

SHOVELS—40 and 5 p.c.

The Derry Oak

A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

A LEADER FOR FALL TRADE.

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If you want the **whitest** Lead —the **finest** Lead—the Lead with the **longest life**

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House Painters' Perfect

Made with the finest English Carbonate Lead ground in our own Refined Linseed Oil.

All orders for this brand shipped same day as received.

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HOW TO ACCOMPLISH IT.

By J. Angus Macdonald.

Practical Work for Advertisers and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

IT IS NOT POSSIBLE

to secure all the heating contracts in your locality,

BUT WITH THE AGENCY

for a strong line of Furnaces and Boilers, backed by a reliable manufacturer, you can book the good contracts—The CONTRACTS THAT BUILD UP SUBSTANTIAL PROFITS—

Ask for our Agency Proposition

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

HARVEST TOOLS—50, 10 and 5 p.c.
AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.
AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.
AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.
BLOCKS—Steel, 45; wood, 60 p.c.
HINGES—Light T and strap, 65 p.c.
HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.
FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.
STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.
BUILDERS' HARDWARE—50 p.c.
TINWARE, &c—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.
GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.
SOLDER—21c per lb.
LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.
WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.
ROPE—Sisal, 10¼; pure manila, 12¾; British manila, 11¼c. Lath yarn, 9¼c.
BUILDING PAPER — Sunrise, plain, 50c; Surprise plain, 45c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection, Sulphite, $3.75 per 100 lbs.
CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26 $3.55 and $4.55.
AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33 1-3; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance, Primers, Canadian, $1.55; Americans, $2.00. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $17.50; 10, $20.00; 12, smokeless, chilled, English, $22.50; Canadian, $23; 10, smokeless, chilled, English, $25.00; Canadian, $22.50. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.
BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.
PIG LEAD—$5.00. Lead pipe, $6.00.
SHEET ZINC—Casks, $7.50; broken lots, $8.00.
COPPER—Planished copper, 33½c per pound; tinned, 24c.

IRON PIPE—It is impossible at the present time to quote iron pipe prices with any approach at accuracy. Prices given below are nominal prices only, quotations considerably lower being obtainable: Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2, $14.40; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45; 4½, $52; 5, $58; 6, $75. Galvanized; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.
FITTINGS—Wrought couplings, 60 per cent.; nipples, 75; classified malleable fittings, 25; malleable bushings, 60; malleable unions, 60.
GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4.00; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20, $4.10; 24, $4.30; 26, $4.70; 28, $4.90.
TIN PLATES—I.C. charcoal, 20x28, full box, $9.00; ½ box, $4.75; IX. full box, $9.00; ½ box, $5.75; IXX., full box, $13.00; ½ box, $6.75.
TERNE PLATES—I.C. plates, $8.50.
CANADA PLATES—Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.
LUBRICATING OILS—600 W. cylinders 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59 and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 27c; medium castor, 26c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine oil, 38c.
PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 22½c; fo.b. Winnipeg, cases, $2.50.
PAINTS AND OILS — White lead, pure, $6.00 to $6.50, according to brand; bladder putty, in bbls., $2.40; in keys, $2.55; turpentine, bbl. lots, 65c. Linseed oil, raw, 66c; boiled oil, 3c per gallon advance on this price.

EDMONTON MARKETS.

Feb. 4.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.
HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.
HORSENAILS — M.R.M., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes.
WIRE NAILS—$3.45 base.
SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.
BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.
SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.
HARVEST TOOLS—50-10 p.c.
BRUSH HOOKS—$9 per dozen.
LANTERNS—No. 2 cold blast, $7.75 per dozen.
FILES—Arcade or Eagle, 70-10-5 p.c.
SOLDER—23c per lb.
WRINGERS—Royal Can., $38 per doz.
CHURNS—45 p.c.
ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila. 15c.
BUILDING PAPER—Plain, 62c per roll; tarred. 78c per roll.
LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.
AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10 Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90 buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

MANUFACTURE OF GUNPOWDER.

At one time a large part of the potassium nitrate used in the manufacture of gunpowder was obtained from natural and artificial nitre beds, by leaching out the nitre which formed on the surface of stones and rubbish exposed to humidity and sprinkled with liquid excrement. During the wars of the French Revolution and Empire, when it was impossible to import nitre from India, artificial nitre beds were established in every part of France. The Committee of Public Safety published instructions concerning their operation and Fourcroy devoted many pages to them in the Encyclopedia. This crude process is now being revived, after having been abandoned for a century. Muntz and Bazin have taken out patents for a method by which farmers can produce for their own use fertilizers rich in nitrates, which may be substituted for Chile saltpeter, which is increasing in price year by year. The process differs very very little from that of older times, except that stones and rubbish are replaced by peat, which is peculiarly well adapted for nitrification, very cheap and naturally rich in nitrogen. Advantage has also been taken of the discoveries of bacteriologists in regard to the properties and functions of nitrifying microbes. Dry peat is ground and mixed with one-tenth of its weight of chalk, half its weight of water and a little phosphate of lime. The mixture is placed in a bed about three feet deep, in a building where the temperature can be kept constantly at about 70 or 75 deg. F. The bed is then sprinkled with a solution of ammonium sulphate or any other ammoniacal liquid, such as sewage, factory waste, liquid manure, or the ammoniacal liquor of gas works. Within one month all the ammonia is converted into nitrate. The mixture can then be either used directly as a fertilizer or leached for the extraction of the nitre, which can be purified and sold for industrial purposes.

A BRIDGE OF SCYTHES.

A hardware dealer fixed up an effective advertisement in his window the other day that attracted a good deal of attention. Six long curved scythes were placed over a mirror so as to make a convex bridge. The mirror gave the appearance of water. A cardboard sign dangled temptingly above bearing this legend: "A bridge of scythes. Buy them here."

INGOT

ANTIMONY
COPPER
LEAD
ZINC
TIN

IN STOCK

A. C. LESLIE & CO.,
LIMITED
MONTREAL

ROSS BROS.
LIMITED
WHOLESALE HARDWARE

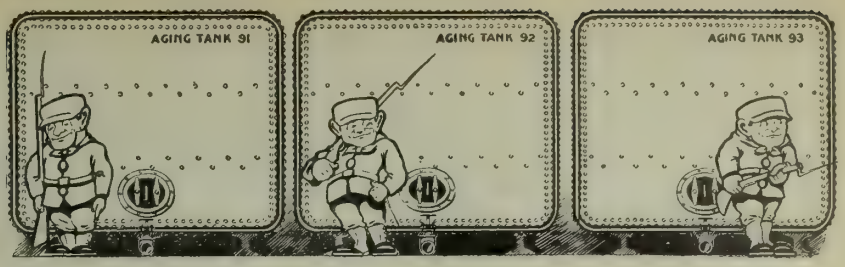
Your customers want

Baling Wire

We have a large stock
and solicit your orders.

EDMONTON, ALBERTA

The
Condensed Ads.
on page 32
will interest you



How We Safeguard Sherwin-Williams Varnishes.

Messrs. Barry & Butler,
Allentown, P. Q.

Gentlemen:-

In your recent letter you asked if Sherwin-Williams Varnishes were any better than other varnishes which sell for a cheaper price. You can be assured they are. This is due to the following reasons:

We take unusual care in the selection of varnish gums. We make all the linseed oil used in our varnishes, and as explained to you in one of my recent letters we have been successful in producing a much better oil than the ordinary commercial linseed oil. We use the greatest care in cooking the varnish at just the right temperature and for just the right length of time for each particular grade. We filter, not only the high priced varnishes, but every grade we make. All of our varnishes are thoroughly aged. We never allow filtering to take the place of aging, as some manufacturers do. Rigorous tests are then applied, and no varnish is ever allowed to go out unless it measures up to the Sherwin-Williams standard in every respect.

If I can give you any further information please let me hear from you.

Yours very truly,
C. C. BALLANTYNE.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: Toronto, Ont., and Winnipeg, Man.
487

"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William. Ontario.

CAMPBELL'S VARNISH STAIN

The original and only real varnish stain for renewing all **Interior Woodwork, Floors** and **Furniture.**

We would like to tell you about the **Special Advertising Inducements** we offer with an order of these goods.

THE
Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

Ambrose Eisenhaur is building a carriage factory in Mahone Bay, N.S.

Shipyards costing $500,000 will be built this spring at Sault Ste. Marie.

The Rowden Manufacturing Co. will build a furniture factory in Guelph.

The Lewis Miller Co. will probably build a large sawmill at Jordan Falls, N.S.

The Dawson Lumber Company's mills at Yarmouth, N. S., are resuming operations.

George White & Sons' agricultural implement works, London, are to be enlarged.

The Dominion Copper Co. propose to resume operations before the end of the month.

The Canadian Potato Machinery Co., a branch of the Champion Potato Machinery Works, Hammond, Ind., has bought land and will erect works at Galt.

Seaton Bros., New Westminster, B.C., have purchased the Crane shipbuilding yards and will immediately carry out improvements by opening a machine shop and wood-working plant.

The Dain Manufacturing Co. will establish a Canadian plant adjoining Welland, for the manufacture of farm implements, and a plant costing $250,000 will be erected, as well as 100 houses for workmen.

Municipal Undertakings.

Sarnia is considering instaling a civic steam heating plant.

Point Grey, a suburb of Vancouver, proposes to introduce a water and sewerage system.

The Hull waterworks are to be extended. New hydraulic pumps will be installed and a new main laid.

City Engineer Ruttan, of Winnipeg, recommends a new softening plant for the waterworks at a cost of $150,000.

The by-law to establish a waterworks system in Aylmer resulted in the ratepayers deciding to undertake the improvement.

Price Ellison has offered to put in a water system at Vernon, B.C., for $35,000, which will give unlimited water and reduce electric light rates.

The town council of Notre Dame de Grace decided to purchase the property of the company which supplies water to the municipality. Henry Miles is the seller of this property, and the price named is $292,000. The supply of water is taken from Lake St. Louis, and the power house is situated at Lachine, south of the canal. The pumps furnish 1,500 gallons per minute and supply not only the municipality of Notre Dame de Grace, but also Montreal West and St. Pierre.

It is stated that the dredging of the Carp river will be commenced at the earliest possible date this season. The scheme is the largest drainage proje ever undertaken by the county and will begin a short distance from Hazeldean, Ont., and extend nearly twelve miles to about a mile and a half west of the village of Carp. The estimated cost is $28,000.

Willis Chipman, C.E., Toronto, has reported to the Weston Town Council in reference to the establishment of a system of waterworks. Mr. Chipman recommends an expenditure of $57,000 on the installation of a system, the source of supply to be the Humber River, the water of which is to be pumped into sedimentation basins, thence through mechanical filters and on to a supply tank to be erected at the north end of the village, with a capacity of 100,000 gallons.

Railway Development.

Building will be rushed on the G.T.P. main line this summer.

The entry of the Great Northern into Winnipeg will necessitate the erection of new terminals.

Work has begun on the construction of the E. & N. extension from Wellington to Alberni, B.C.

The G.T.P. is planning to build branch lines into East Kootenay and the Crow's Nest Pass country.

Tenders will be received by the commissioners of Calgary for material for the street railway until February 18.

The Canadian Pacific Railway has ordered 20,000 tons of rails from the Algoma Steel Co. at Sault Ste. Marie.

The Great Northern will spend $3,000,000 at Vancouver this year erecting terminals.

The Pacific Northern & Omineca Railway are applying to the B.C. legislature for amendments to their charter giving the company power to construct and operate a line of railway from the junction of the Bulkley and Telkway Rivers.

The Dominion Parliament will be asked next session for an act incorporating a company to construct a railway from Victoria, B.C., by way of Otter Point and San Juan to Barclay Sound, near Sarita River, such railway to be declared to be for the general advantage of Canada.

James A. Ross, president of the Dunnville, Wellandport & Beamsville Electric Railway, states that plans have been made to begin construction this spring. The road will extend from Dunnville through Wellandport to Beamsville, a distance of 23 miles. A by-law has been recently passed by Dunnville granting a bonus of $15,000.

Application will be made next session of the Dominion Parliament for an act authorizing the Alberta Central Railway to construct extensions of its projected railway from its westerly terminus near Rocky Mountain House to the G.T. Pacific Ry. in or near the Yellowhead Pass; easterly from the terminus near the elbow of the Battle River to or near Saskatoon or Warman, Sask.; and from the main line east of Red Deer, Alta., southerly and easterly to Moose Jaw, Sask.

The Vancouver, Westminster & Yukon Railway, and the Burrard, Westminster, Boundary Railway & Navigation Company will apply the coming session of the federal house for power to amalgamate, and to build and operate electric railroads from Vancouver to New Westminster, thence to Port Moody and westward to connect with the proposed second narrows bridge, coming on to Vancouver and completing the circuit. Also across the bridge east and west through North Vancouver and beyond. Other branches planned are from the Fraser River bridge at New Westminster to the international boundary; from Vancouver through Point Grey and also from Port Moody east to Mission.

General Manager McLeod, of the Canadian Northern, states that the company will make large additions to the terminal facilities at Port Arthur. Some are definitely arranged and others are in contemplation. To increase the freight storage capacity at the docks a shed is now being built over the steel dock. A new dock is to be built just south of the present dock, and on it work will be started as soon as feasible. It will be used as a steel dock during the early summer and for freight when the fall rush commences. New tracks will be laid through the yards, including lines to the new elevator to be built by Piper & McWilliams.

Public Buildings.

Point Grey, B.C., will erect a municipal hall.

Calgary Presbyterians will build a new $7,000 church.

A new church will be erected at Lakeview, near St. Thomas.

A new $4,600 school will be built at Yarmouth Heights, near St. Thomas.

Beaverton and Thorah councils will erect a joint town hall to cost $12,000.

The new $200,000 Collegiate Institute proposed for Winnipeg will be built this year.

St. Matthew's Anglican congregation, Brandon, will erect a new and larger church.

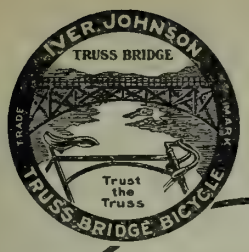
Two new wings to cost $70,000 will be added to the Home for Incurables at Toronto.

J. G. and E. Y. Lightheart, Vancouver, will spend $15,000 on a block of dwellings.

A new transportation building to cost $86,000 will be built on the Exhibition grounds, Toronto.

The Canadian Pacific Railway will rebuild their station at Bristol, N.B., at an estimated cost of about $3,000.

Gregoire & Audet, Sherbrooke, Que., are preparing plans for the erection of a new parish church to cost $15,000, at North Hatley, Man.



Dealers Everywhere
find the Iver Johnson Truss Bridge frame a tremendous selling argument.
It means long life to the bicycle. A rigid frame preserves perfect alignments of all running parts. Saves wear and tear. Makes an easy running machine.

Iver Johnson's Arms & Cycle Works
Factory and General Sales Office:
330 River St., Fitchburg, Mass.

IVER JOHNSON TRUSS BRIDGE BICYCLE

New York Office: 99 Chambers St.

Send for 1909 Catalog. It illustrates all the new Iver Johnson models and explains how, in all details of structure, the Iver Johnson Bicycle is far ahead of any other wheel on the market. Send for catalog to-day

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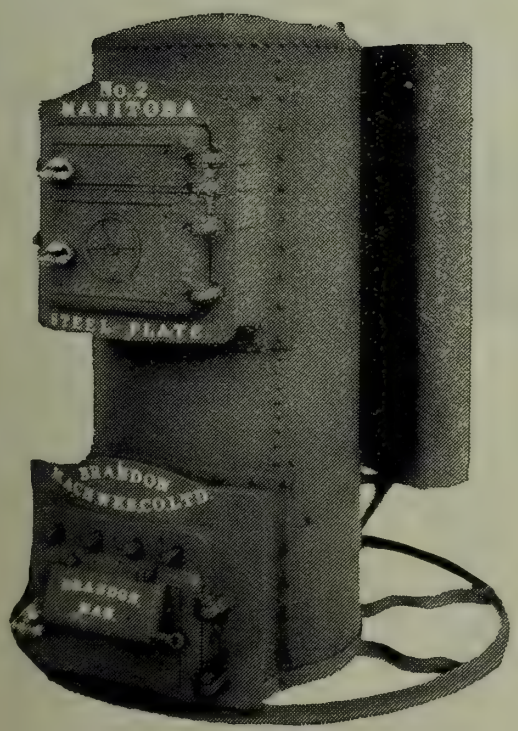
Men Who Sell Things

By Walter D. Moody

Technical Book Department - - 10 Front Street East

The Condensed Ads. in Hardware and Metal bring results. Try one.



We Want Agents

to sell the

Manitoba Steel Plate Furnace

We want a good hardware man in every town to handle our furnace. It will burn Souris and other soft coals mined in the West, and it will burn them economically. It is the furnace Western people have been looking for. If you are from Missouri, so much the better. Ask us and we will show you.

The consumer saves 25 to 40 per cent. on fuel when he uses the Manitoba.

The Brandon Machine Works Co., Limited

Brandon, Manitoba

Tenders will be called immediately for the erection of the new Provincial Asylum for the Insane, to be erected at New Westminster.

General Building Notes.

D. T. Symons will erect a dwelling at Toronto to cost $11,000.

J. D. MacArthur, Winnipeg, will erect a magnificent office building in the near future.

The Imperial Storage and Cartage Co. will build a $20,000 storage warehouse at Toronto.

Thirty-eight building permits, valued at $111 600, were issued in Toronto during the last week of January.

Building operations at Prince Albert will be active this year. R. T. Goodfellow is erecting a new business block; T. Baker will build a block of stores; the Imperial Bank will put up a new building ing, and D. Agnew, A. Holmes and G. W. Baker are erecting new stores.

New Companies.

Blairton Iron Mines, Toronto ; capital, $40,000 ; to crush ores, etc. Incorporators, J. L. Ross, A. W. Holmsted, T. A. Silverthorn, all of Toronto.

Continental Oil Co., Winnipeg, capital, $50,000 ; to carry on wholesale and retail oil business. Incorporators, T. Anderton, E. Liebel, J. Anderton, all of Oil City, Pa.

Filters, Ltd., Toronto ; capital, $40,000 ; to manufacture filters and contrivances for purifying water. Incorporators, W. H. Warrington, N. B. Darrell, J. R. L. Starr, all of Toronto.

Simplex Concrete Piling and Construction Co., Montreal, capital, $75,000 ; to engage in contracting business. Incorporators, E. J. McCuaig, G. E. McCuaig, C. H. Lewis, all of Montreal.

E. J. Bernard, Ltd., Quebec, capital, $20,000, to carry on business of painter, glazier and decorator, and to manufacture all kinds of glass. Incorporators, E. J. Bernard, H. Bernard, Wm. Stewart, all of Quebec.

The Waste Products Refining Co., West Toronto ; capital, $35,000 ; to manufacture and clean engine waste and make oils, paints, etc. Incorporators, G. H. Bostock, J. F. Mitchell, R. J. Richardson, all of Toronto.

Producer Gas Construction Co., Toronto ; capital, $200,000 ; to manufacture oil and gas machines and devices for use of light, heat and power. Incorporators, H. R. Ivor, J. R. L. Starr, J. H. Harvey, all of Toronto.

Ben Hur Truck Co., Hamilton ; capital, $20,000 ; to manufacture hand trucks, furniture, boxes, metals, plated ware, wheels, etc. Incorporators, F. R. Close, W. M. Findlay, T. A. Henderson, C. H. Snyder, all of Hamilton.

Watt Hose and Pipe Coupling Mfg. Co., Woodstock; capital, $100,000; to manufacture couplings, nuts, screws, brass goods, machinery, and hardware specialties. Incorporators, W. J. Watt, G. E. Phillips, J. A. McDonald, all of Woodstock.

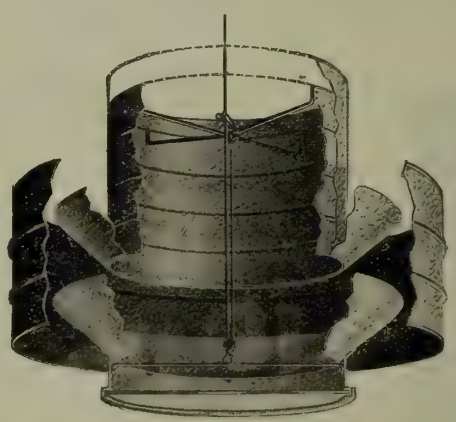
Novelties for the Hardwareman

THE BURT VENTILATOR.

Geo. W. Reed & Co., Montreal, have placed on the Canadian market the Burt ventilator, for which they are the sole manufacturers for Canada, a patent which has been extensively used in the United States with most satisfactory results.

It is now generally realized that the ventilation of workshops, public buildings and other large structures, is of the utmost importance, especially in a country like Canada, where for so long a period it is necessary to close buildings up tightly. To effect a proper means of ventilation it is necessary to provide some simple method, with easy means of adjustment, of permitting the escape of foul air. The Burt ventilator, it is claimed, completely fulfils these requirements, and not only that, but it is so constructed that even in calm weather it will be effective in drawing impure air from the building.

With its glass top feature, the Burt is not only a ventilator, but a skylight as well, a very great advantage to many buildings, and furthermore, the ventilator by menas of the patented sliding sleeve damper, can be closed without obstructing the passage of daylight, a most important point. The construction of this damper is such that it in no way obstructs the air shaft, and by means of a patented clip can be adjusted to



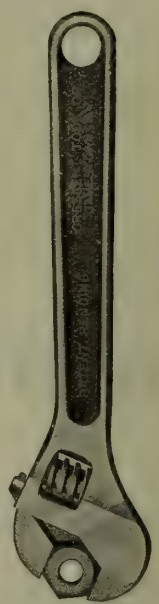
The Burt Ventilator.

any desired degree of opening without having to tie the cord.

The cut we give shows the construction of the glass top ventilator. The top is heavy wired glass, which is set in a groove, and made absolutely watertight. Below the glass is a trough into which runs any condensed water, small holes permitting passage to the outside of the ventilator. The Burt is made with a metal top instead of glass, when required.

A NEW ADJUSTABLE WRENCH.

The Crescent adjustable wrench, manufactured by Crescent Tool Co., Jamestown, N.Y., is made after a new design which is neat, campact and original. The wrench is in two sizes, each of them having a polished and nickel-plated finish. The handle is of hardened steel and the movable jaw made of special alloy steel, is of great strength. The adjustment of the opening is easily made with one hand holding the wrench, and a small spring washer retains the adjustment when set. Its compactness permits this wrench to be used in any place



Crescent Adjustable Wrench.

where a solid wrench can be used, besides being able to be adapted to a great many sizes not permissible in the solids. Each wrench before being sent out is subjected to a rigid test.

ASBESTOS SLATES FOR ROOFS.

A firm in Germany has succeeded in artificially rendering asbestos waterproof and has put upon the market a product known as asbestos slates, which are thus described: "These asbesto slates, it is claimed, are as hard and as strong as the natural slates, and can therefore be laid on wall or roof constructions without any wooden laths being necessary. They are very easily worked, and can be bored, nailed, and cut just like wood, without any danger of splitting. They form a fireproof covering for inside and outside wooden walls, are valuable for insulation work of all kinds, even for electrical purposes; are of great use in building carriages as insulating material under the seats, for use in postal telegraphic work for insulating switches; for covering iron and wooden constructions; for use as fireproof doors for closing off single rooms in stores, warehouses, etc.; for lining wooden doors, and for covering walls and ceilings of all kinds so as to protect them from fire, heat, cold, dampness, disease, germs and vermin."

News of the Paint Trade

THE MISUSE OF PAINTS.

As it is only in human nature for fault to be found occasionally with the best article made, the hardwareman must be prepared to have fault found every now and then with the paints that he handles. No article can stand being misused, and especially is this the case with paint applied with inexperienced hands. Some users seem to think that no care or intelligence is needed in painting. All that is necessary is to buy a tin of paint at the hardwareman's and take the first fine day to paint the fence, barn, porch or whatever it may be. No regard is given to the character of the surface. The old paint may be peeling off, the surface may be sooty or greasy, or the paint may be poured on with lavish hands. And then when the paint is found to be peeling, or generally looks unsatisfactory, the paint is blamed and the poor hardwareman condemned for selling such inferior stuff.

Deal With Complaints Promptly.

If such cases do not come to the ear of the hardwareman, then, of course, he cannot cope with them, and any damage that is done to his trade he must put down to the undeserved knocks that every man in business has to contend with. But if any customer comes into the store with a complaint, or the dealer has heard word of any complaint, then he should lose no time in dealing with the matter promptly. The dissatisfaction of a customer is liable to spread and prevent other people from coming into the store.

Investigate all complaints at once. Of course, if the customer is found to be correct in his fault finding, nothing can be done, but to offer an apology, and to make good either by refunding the purchase money, supplying another brand of paint, or by having the painting done again at the store's expense. Furthermore, the dealer should have a good and satisfactory explanation from the manufacturer, or take in a fresh brand altogether. If, however, the dealer is stocking a reputable brand, he can depend upon the quality of the paint, unless any fault has crept in unbeknown to the manufacturer. When the dealer sees, after an investigation, that the customer is at fault, he should tell the latter so, but in a good-humored way, so that the customer is not irritated. He should explain to the customer the absolute necessity of taking care that the surface is in fit condition, and that the paint is correctly applied, and, no doubt, in most cases, the answer to any question along these lines would be that the user did not worry about the surface, thinking that paint applied liberally would cover anything and look well afterwards. An explanation as to the foolishness of this procedure will put the customer in good shape, and uphold the reputation of the store's goods.

Simple Painting Directions.

It would be well for the dealer to anticipate such mistakes by having certain

We'll help you sell them

When you stock Floorglaze Enamel, M.L. Paints, or anything else we make, our interest in you doesn't lapse till it's time for your next order. Not much! We keep busy right along helping you to sell the goods—moving that stock out in a hurry to make room for more. That's one reason why we keep friends with the trade. Another reason is found inside the cans. When you get ready to handle a really complete line of paints, varnishes, enamels, etc.,—and a line that sells and satisfies—this is the address to write to:

Imperial Varnish & Color Co., Ltd.
OF TORONTO

Please correspond with place nearest you.

All our lines carried in full assortment by Imperial Varnish & Color Co., Ltd., 542 Beatty St., Vancouver; Mason & Hickey, 108 Princess St., Winnipeg, Man.

HORSE NAILS

That "M.R.M." Horse Nails are giving satisfaction is proved by the fact that our sales last year were double those of the previous one.

The best farriers of the country recognize that "M.R.M." brand Nail fully meets the demands made upon it, as far as quality is concerned, and can be bought at a reasonable price.

A stock of these Nails is essential in the up-to-date Hardware Store.

The Montreal Rolling Mills Co.

simple directions hung prominently in his store. The clerks should also be instructed to impart these instructions where they think it is necessary. Probably the best plan is to have a printed slip containing directions, similar to the following, wrapped up in each parcel; the expense would not be much, and the benefit very great.

See that the surface is free from grease and soot. If the job has been previously painted and is peeling, scaling off, or cracking, burn off all the old paint. If this is not done, the new coat of paint cannot be expected to stick.

See that the surface is perfectly dry. Moisture is what often causes blistering, cracking, scaling and like troubles. Moisture is always present in green or pitchy lumber, and after a rain, a heavy dew or a fog.

Do not paint over pitchy surfaces and expect satisfactory results. No paint can do well on such surfaces.

Do not paint in frosty weather or over too glossy a surface. Any paint will "crawl" under such conditions.

It is false economy to use only two coats of paint on new work. Don't expect best results unless you use a primer and two subsequent coats.

Apply the paint in thin coats. Brush it out thoroughly. Any paint put on too thick is liable to crack and peel, and such workmanship is responsible for more unsatisfactory results than any other one cause.

Do not let one coat of paint stand for any length of time before applying the next coat and expect good results after becoming thoroughly dry. Each coat must be applied one after the other within reasonable time if long wear is expected.

With such directions the most inexperienced user cannot go far wrong. The plan is worth the consideration of the hardwareman who wants to counteract the misuse of his paints and the creation of uncalled for complaints as to the quality of his brand.

LABELS FOR PAINTS.

G. B. Heckel, editor of Drugs, Oils and Paints, Philadelphia, has written the following letter to the Iron Age, it being particularly interesting at this time when retail hardware association conventions are being held in the various States. He writes:

I have learned with much surprise that some of the Retail Hardware Associations, especially in the Middle West, are enthusiastically promoting the idea of paint legislation, requiring the publication of the formula on the label. The gentlemen concerned probably know why they have adopted such an attitude, but to an outsider it is incomprehensible. It is as surprising as if these associations should decide that the mail order houses are a beneficent institution and should be encouraged by legislation.

On the face of it and at first sight the requirement of formula labels appears a natural and easy way of ending certain abuses which undoubtedly exist in the paint trade, as they have always existed and always will exist in all lines of industry open equally to all classes and conditions of men. But before we apply a new remedy it is well to know something of its nature and effects. The formula label on a paint can tells what a paint is made of, not how or how well it is made, or how carefully nor with what practical knowledge these ingredients have been selected and combined. Therefore, th formula does not actually indicate the value of the paint as paint.

Waiving the question of justice regarding laws which compel the manufacturer to publish without compensation the results of a lifetime of labor, thought and investment, let us ask how the paint dealer, the hardwareman, will be affected by the publication of the formula.

Effect of Law on Merchants.

Nearly every dealer makes a specialty of some one brand of paint. It has probably given satisfaction to his trade or he would not continue to handle it. Its popularity and continued sale depend upon the satisfaction it has given, the advertising support the manufacturer accords it, and the relative price at which it is sold. Now let us suppose that in any given State all paints must bear the formula label. This means that the ingredients, but not necessarily the quality, of the paint can be duplicated by any one. Quality, however, is something that does not show in the formula. What is to prevent any "Cheap Jack" with a paint mixer from offering to duplicate, at a cut rate, the formula of the paint handled by any dealer? This has already happened on a scale that will increase as time goes on, in every State that has thus far adopted the formula labeling idea. If the dealer will not "bite" at the proposition, those manufacturers will go direct to the householder with their proposition, and with a parcel post law to help them there will be little left of the paint trade in a few years.

There is another danger in this programme which appears to be generally overlooked. That is the inevitable tendency of such laws to reduce paint to a commodity basis, like nails, fence wire, white lead, etc. Any dealer knows that his profits are made on trademarked, advertised articles, and that without these he could not continue in trade. Is it not suicidal for him to join in a movement which is sure to remove another of his specialties from the latter into the former class?

Will Eliminate Small Manufacturers.

I pass over the inevitable tendency of such legislation to eliminate the small manufacturer and to force consolidation of the larger houses into trusts. I pass also over the inequity of singling out one industry for such an experiment while cloth manufacturers, leather and shoe manufacturers, manufacturing jewelers, hardware manufacturers, etc., are left undisturbed. If the present tendency continues unchecked the turn of

First question you should ask before buying any line of goods, is: —"Is it of good quality — will it bring back customers asking for it again—can I put my own reputation back of it?"

Paint quality proved by the guarantee on "English" Liquid Paint.

You know there is a recognized standard in paint making.

Therefore, the only guarantee that guarantees quality to you is the one that shows the formula and tells you not only that standard raw materials were used in its manufacture, but that these standard materials were used in the right and proper proportions.

The guarantee on **"English" Liquid Paint** shows that the white base is 70% pure White Lead (Brandram's B.B. Genuine) and 30% pure Zinc White; that the liquid is pure Linseed Oil, pure Turpentine and Dryer; that the various colors that can be made on a white base are arrived at by adding pure tinting colors.

You know exactly what you are buying — you know you are buying the highest grade paint in the market.

Just send us a postal card for prices and selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal **Halifax**
St. John **Winnipeg**

MURESCO

The Sanitary, Artistic, Wall Covering

According to the hosts of painters and decorators who use it exclusively, Muresco is the best water color wall finish on the market. You can safely recommend it to your painter customers as the most economical. It takes 30 per cent. more water than any other preparation, and covers more wall surface, pound for pound, than kalsomine or any similar article. It is warranted not to rub off, crack or peel. In most cases, one coat only makes an entirely satisfactory job. One of our customers in Winnipeg tells us that he has found one coat of Muresco better on new plaster walls than two coats of kalsomine.

Write to-day for Color Cards and Prices.

BENJAMIN MOORE & COMPANY, Limited

WEST TORONTO, CANADA

New York **Chicago** **Cleveland**

Get busy after New Business

Go after the man who is building and the man whose house looks like it needed paint. But be careful which **kind** of paint you recommend to him. He's going to paint **again** some day, and he has many friends who may need paint.

If he buys paint from you that peels, cracks and wears off in a year or so, he won't come back to **you** for paint again. And his friends and neighbors are going to **hear** all about that poor paint. **Play safe—take no chances**—sell him

MARTIN-SENOUR PAINT
100 Percent Pure

A paint that you can recommend as strongly as you like and we stand back of you. Martin-Senour Paint is pure—that is why we can stand back of it—why you can stand back of it—why buyer comes back for more of it. Ask for Government investigation and see where it stands in their test of paints.

You want more good profitable paint business, and we want a few hustling dealers. Let's get together. We don't know who or where you are. If we did—we'd send you some welcome news right now. Won't you tell us on a postal—who you are and **where** you **live?**

The MARTIN-SENOUR CO., Ltd.,

Pioneers of Pure Paint

Montreal **Chicago**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

all will come in due time. I wish to dwell for a moment only on a means by which all that ought to be demanded in the way of safeguarding the consumer can be obtained without sacrificing all chance of progress and improvement in the paint industry and compelling a reluctant trade to combine in trusts.

There is no excuse except antiquity to offer for misrepresentation, false descriptions or misleading labels. There is no defense except trade custom to be offered for the short weight or short measure package. A law, carefully and sincerely drawn, forbidding these two abuses, under severe penalties, would accomplish for the paint consumer all he has a right to ask and would save to the manufacturer the knowledge on which his industry is founded.

Paint and Oil Markets

MONTREAL.

Montreal, Feb. 5.—This week has been characterized by a good flow of orders, chiefly from the West. Stocks must have been severely depleted in some localities, for a number of the orders are for immediate delivery, which is somewhat unusual for this time of the year. Prices are unchanged, and the markets continue firm with an improving tendency.

TURPENTINE—The demand is on the quiet side for turpentine. The market, however, is firm, and there is no change in prices. We continue to quote 58c for single barrels.

LINSEED OIL—A fair amount of linseed oil is being booked for early delivery, but a cautious spirit seems to pervade the market for good round lots. The market is firm and prices are unchanged. We quote: Raw, 1 to 4 barrels, 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9 barrels, 61c.

GROUND WHITE LEAD—Some good sized orders have been received, and the market is much firmer. It is evident that despite the demand for liquid paints ground white lead is still in good use. There is no change in prices, and we quote: Strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—Stocks which were piled up before the close of navigation have not had serious inroads made upon them, and in the absence of a better demand prices are unchanged. We quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities. $5.50.

COLORS—Ready mixed paints continue in strong demand. Dry colors, such as Venetian reds, oxides, golden ochres, versilians and Indian reds are beginning to experience the spring movement, and good orders are coming.

PARIS GREEN—Jobbers and dealers seem to be pretty active in making sales, and a good movement has set in. Published lists are being maintained, and we quote: 1-lb. packets, 100 lbs. in case, 21c; 1-lb packets 50 lbs. in case, 21½c; ½-lb. packets, 100 lbs. in case, 23c; 1-lb. tins, 100 lbs. in case, 22c.

WHITE ZINC—There is a little better movement in white zinc to western and southern Ontario, where weather conditions are more favorable for decorative work than in this province. We quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

TORONTO.

February 5.—The only change in price this week is the advance of two cents per gallon for turpentine. The general trend of trade is shaping itself for betterment, and while the orders for futures are still conservative, the feeling among jobbers and manufacturers is satisfactory. Immediate demands are not calling for great quantities of stock, but slow as some regarded January's business, a great advance is noted over the same month a year ago.

Because of the sharp upsurge in price for linseed oil in the United States, come crushers in that country, according to report, will import a great quantity of flaxseed from Canada. Although there is a duty of 25 cents a bushel on this seed, the U.S. mills importing say it will pay them to buy Canadian seed. What effect this will have on our own trade can well be imagined, especially if our crop is not above a normal one.

Another feature of the paint trade is the change in discounts made by brush manufacturers. Instead of net 60 days and 1 per cent. 30 days the terms are now net 30 days and 1 per cent. 10 days.

TURPENTINE—An advance of two cents is noted this week. Single barrels are 62c; 2 to 4 barrels, 61c; and 5 gallon lots, 67c.

LINSEED OIL—The advanced figures of last week rule, and prices are firm. Raw is 59c for 1 to 4 barrel lots, and 58 for 5 to 9 barrels. Boiled is 3c higher than these figures.

GLASS AND PUTTY—Glass is an interesting line just now and prices, which are unchanged from several weeks ago, are about as low as they will get this season. Manufacturers say they made no money last year owing to the low prices prevailing. Putty is a fair seller at last week's quotations.

GROUND WHITE LEAD — Normal trading is being done at unchanged quotations: No. 1 is at $5.40 to $5.65; pure white, from $5.80 to $6, and a superior line is at $6.25. Genuine red lead is at $4.50 in casks and $4.75 to $4.80 in 100 lbs.

STAINS AND VARNISHES—No advance is yet noted among stains and varnishes, although the basic materials have increased in price. Sales are a little on the slow side.

PETROLEUM—Quiet, steady selling lines are the various grades of petroleum. Quotations are unchanged. Prime white is 13½c; water white, 15½c, and Pratt's astral, 17½c.

SPECIAL

If You attend the Hardware Association Convention in Hamilton ask our Representatives to show you what we do by way of effective advertising.

The CANADA PAINT COMPANY Limited Varnish and Color Makers

Do You Sell Paint ?

Let us introduce to you this year the old brand that has stood out for money making and satisfaction for over 60 years, the line of

Ramsay's Paints

You buy at a fair, honest price for pure paint. You get all the helps that go to make a paint trade. You get a handsome can like this.

Wherever these paints are sold it means more business and better profits. Quality and price means common sense. Look to them both. You have them when you get Ramsay's Paints.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 The Paint Makers

New Era Paint

Unbeatable in Quality

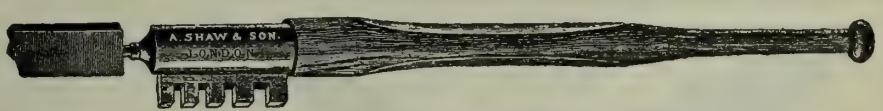
It is the high grade paint at a popular price that brings you the greatest profit and adds to your good reputation. New Era Paint is unquestionably as good in quality as any paint at any price—better than most.

Color Cards and Prices on Request.

Standard Paint and Varnish Works Co.
Limited

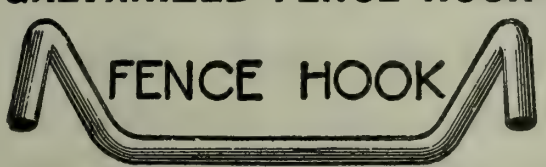
Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.
Manufacturers
RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

SEALED CANS ONLY

ELASTICA Floor Finish

ONE PRICE TO ALL

Elastica Floor Finish is an exceptionally fine preservative that retains its lustre and protects wood under the severest wear and washing. It does not mar, scratch, white or spot; is very elastic, yielding with the wood under heel-blows. Works easily, dries free from dust in four to six hours, hardens over night and can be rubbed. On painted or old floors, linoleum and oil cloth, one coat is sufficient.

Write for Our Complete Price List

INTERNATIONAL VARNISH COMPANY, LIMITED
TORONTO - - CANADA

Manufacturers of
Lacqueret, Elastica, Gutta Percha and Flattine Floor Finishes and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

It's Dollars and Cents Consideration

when it comes to

ISLAND CITY PAINTS

and that is a pretty good consideration.

Island City Floor Paint Dries in Eight Hours

Island City House Paints are made in 56 different varieties of colors, send for sample card.

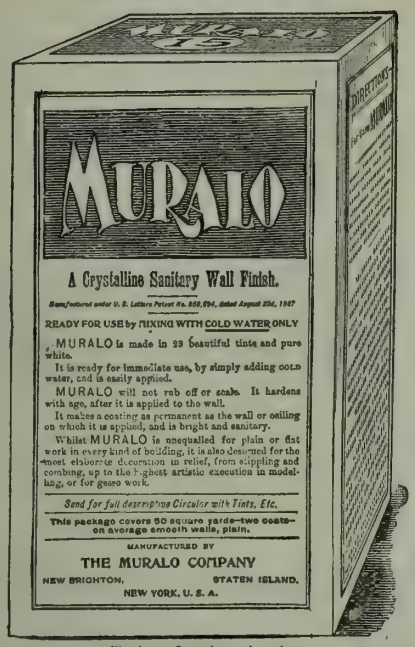
Island City Pure White Lead and **Pure Decorator's Lead** will be asked for so with the wise dealer there is no argument. STOCK THESE.

THEN WE BACK ALL OUR GOODS BY A GUARANTEE

P. D. DODS CO., Limited
MONTREAL

MURALO

SANITARY WALL COATING



Muralo is the pioneer of Sanitary wall coatings —and for 15 years has enjoyed the largest sale, chiefly because it will, under any circumstances, give superior results. Muralo is made in 28 beautiful tints and has remarkable covering power, spreading qualities and artistic finish.

SHOULD BE HANDLED BY ALL HARDWARE AND SUPPLY STORES

Western Canadian Agents
ASHDOWN HARDWARE COMPANY
Winnipeg, Manitoba

SOLE MANUFACTURERS
THE MURALO CO.
NEW YORK

The Largest Manufacturers of Water Paints in the World.

Canadian Agents:
A. RAMSAY & SON CO.
MONTREAL

CLEAN HANDS

I can draw an accurate gallon of oil without soiling my hands in the least with my

BOWSER
SELF MEASURING
OIL TANK

That's because the Bowser pumps the oil right into the customer's can, and measures it, all in one operation.

There is no need of funnels; no use for measures. It's all done in an instant and all the oil goes on the inside of the can.

Send for our latest Bulletin No. 5457 There is something in it for you.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

Why is Alabastine

The Most Popular and Most Saleable

Wall Coating?

Because it is Sanitary. It is a cement that sets and hardens on the wall and improves with age. Ready for use with cold water. Simple and easy of application. Any one can brush it on. No one can rub it off.

For many years, and now, the only wall coating advertised to the general public extensively. A well-assorted stock assures good sales.

Order direct or through your nearest jobber.

Alabastine Co., Limited, Paris, Canada

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

LONG LIFE METALS

Copper Hardened

SWASTIKA

LONG

LIFE

Copper Hardened

BABBITT

LONG LIFE METALS

Copper Hardened

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure Grade High, Price Low. 25c. lb. *Write for Booklet*

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

SOMETHING SPECIAL

Our Annual Spring Number will have special interest for Hardware Merchants, Clerks, Travellers, and Hardware Manufacturers.

It will contain interesting and instructive articles on subjects in which these men are interested.

It will contain advertisements from over 300 firms selling to the Hardware trade.

All Manufacturers and Jobbers selling to Canadian Hardware trade should arrange for good strong announcement in this Number.

For rates and further particulars write our nearest office.

HARDWARE AND METAL, - Montreal, Toronto, Winnipeg

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

GILBERTSON'S COMET

Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal
W. GILBERTSON & CO., Ltd., Makers, PONTARDAWE, Wales

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

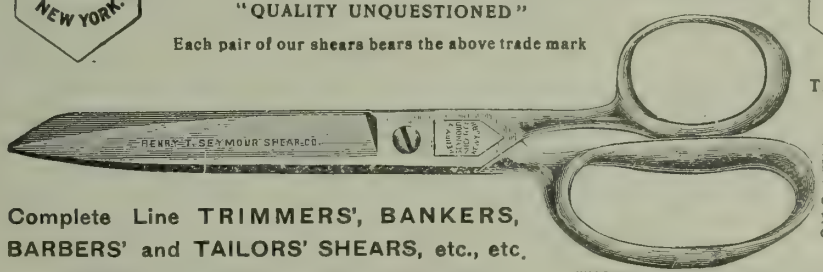
SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

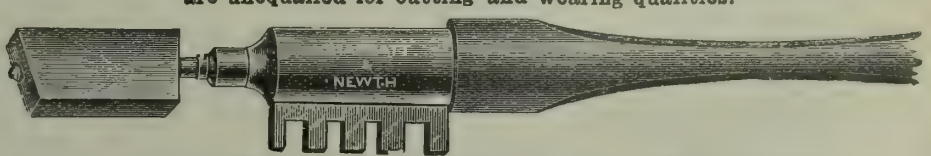
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

YOU WANT MORE BUSINESS

No matter how busy you may be, you could stand more business, couldn't you, Mr. Dealer? That's the way with most men, anyway. Why not push the roofing business? We have an immense stock of leading lines to supply you with, and our prices for quality have been declared unequalled in Canada. Have YOU ever handled our "Genasco" Ready Roofing?

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

February 6, 1909

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ... per lb.	0 09½
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" 2½ "	10 50	10 60
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base	0 26
" seamless base	0 26

Copper tubing, 4 cents extra.

COPPER. Per 100 lb.

Casting ingot	15 00	15 25
Cut lengths, round, bars, ⅛ to 2 in		23 00
Plain sheets, 14 oz		21 00
Plain, 16 oz., 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base		30 00
Braziers' (in sheets). 4x8 base		0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 50
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60
Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	....
22-24	3 95	3 75	3 75	4 05
26	4 20	4 00	4 15	4 30
28	4 45	4 25	4 35	4 55

Less than case lots 25c. extra

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. " 28 "	4 50

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	....	18 75
Middlesboro, No. 3 pig iron	19 50	21 00
Summerlee, No. 2 "	20 50	21 50
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (Soo)	....	25 00
Angles	2 60	2 50
Common bar, per 100 lb	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 25
Mild steel	1 90	....
Sleigh shoe steel	1 90	2 05
Iron finish machinery steel (domestic)	2 00	2 05
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 05
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 75
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $31 50 31 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C, 14 x 20 base	....	$6 00
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—

I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—

I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs.; " 14x60, "; " 14x65, " 6 75

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.	3 70	3 80
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 50	5 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 12¾
Light copper bottoms	0 10	0 11
Heavy red brass	0 10	0 11½
" yellow brass	0 08½	0 09
Light brass	0 06¾	0 06¾
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03⅛
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	13 50	14 00
Stove plate	11 00	12 00
Malleable and steel	9 00	8 00
Old rubbers	0 07½	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 70 p.c.
Standard Compression work, 65 and 5 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock ... net	1 75
No. 4 " " " ... "	1 65
No 7 Fuller " " ... "	2 00
No. 4½, " ... "	2 00
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c.
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4¾c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Size	Galvanized
⅛ inch	2 03	⅛ inch	2 86
¼ "	2 25	¼ "	3 08
⅜ "	2 63	⅜ "	3 48
¾ "	3 56	¾ "	4 71
1 "	5 11	1 "	6 76
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 9
4 "	33 48	4 "	44 28

Malleable Fittings — Canadian discount 40 per cent.; American discount 25 per cent.
Cast Iron Fittings 70; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ... per 100 lb.	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Montreal	Toronto
Per lb.		
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 16
Golden ochre "	....	0 10
French " "	....	0 08
Chrome green "	....	0 09
French permanent green "	....	0 13
Signwriters' black "	....	0 15
Marine black, 25 lb. irons		0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 20½
25-lb. drums	0 21¾

PIGMENTS.

Orange mineral, casks	09
" " 100-lb. kegs	0 09½

Retails at $2.00

Always Reliable

Sheffield Manufacture

"PYRAMID" RAZOR

From all the Leading Jobbers in the Dominion

PREPARED PAINTS.

Barn (in bbls.) 1 gal. tins	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Pure.	Ordinary.
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 60
Linseed Oil, " raw	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 25	5 50
Ramsay's Exterior	5 75	5 65
"Crown and Anchor," pure	5 75	5 50
Island City pure lead	5 75	5 90
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 50

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
Union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Canadian door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Cans and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, per barrel	1 70	1 75
Belgium	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
" Iron Clad " cotton		2 10
Iron Clad " paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Canadian, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets, No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192. $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness, crescent, 10 inch, doz		2 25
" No. 141, 10x12, doz		1 00
Hat & coat, crescent, plated, dz.		0 75
Chandelier per doz.	0 50	1 00

Wrought hooks and staples—

½ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Crescent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Canadian knobs, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

S. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 20	2 40
Solid "	1 50	1 75

SASH CORD.

Per lb	0 25	0 26

SHELF BRACKETS

No. 140, 65 and 10 p.c.

STAPLES

Blind and bed, per lb	0 07½	0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	9 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern "		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.		
Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.		
Canadian, 25 to 27½ per cent.		
Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

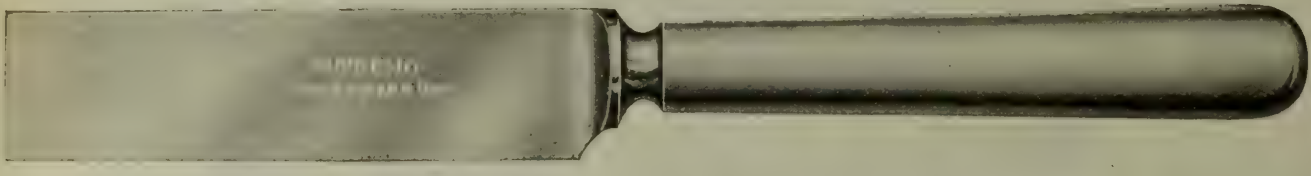
German, 15 per cent.
American discount, 33⅓ per cent.

FILES.

Per dozen	6 00	9 00

"SUPREMO" Warranted 6 Dwt.

Put up in neat rack boxes containing one half dozen.



The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.......... 1 15
Ivory, No. 1282, 2 foot, each.... ...... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14, 75 and 2½, doz.......... $23 00
Iron, No. 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English ass skin, No. 1921, 66 ft., doz. 2 85
Universal ass skin, No 714, 66 ft., doz. 3 00
Lufkins, linen, No 404, 66 ft, each.... 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's, linen, No 1822, 66 ft. ea. 1 10
" steel, No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅜ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.......................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail..............		4 25
Crown....................		4 85
Crescent........		6 50
Sovereign...		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25
" " 1¼ x 3-16 in (100 ft) ....

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................ " 2 45

HOSE.

Garden, 50 and 10 per cent.
Planter............. per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do, 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews'............. 4 50 11 00

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over............... 0 10½
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11½
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's.................... .... 0 13½
Berg's, per lb...... .... 0 12½
Brook's..................... .... 0 12½
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise................... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts......................	60
Bolt Ends........................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4¾c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No 2 and larger, $3.85; "X.L" featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d..........................	3 80	3 25
3d..........................	2 85	2 95
4 and 5d....................	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d..................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 7., 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c., Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c. "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder 35 p.c; "Imperial" Shells both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge...........	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges....................	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker hockey 30c. spring 40c upwards.
Empire hockey sticks, $3 00 $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's...............	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

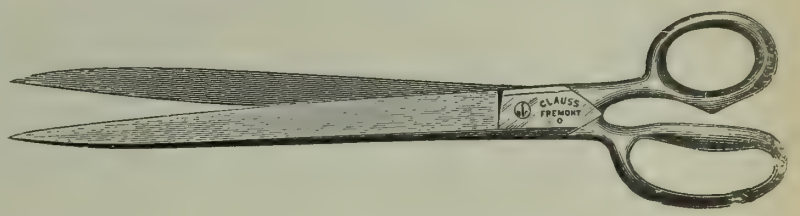
PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42⅔; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Clauss Brand Paper Hangers' Shears

Fully Warranted

Hand forged from finest steel and welded on our composition metal, hardened in water and tempered by natural gas. This shear is made purposely for paper hangers' use, and is more durable than others of its kind on the market. We call special attention to this shear. Japan handles and finely finished blades. Ask for discounts.



The Clauss Shear Co., - Toronto, Ont.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 5) and 10 per cent.

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p c.
Copper mills, 3) per cent.
Foundry goods, hollow ware, 45 p c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p c.

KITCHEN SUNDRIES.

Asbestos mats, 5) p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head		0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 75
" No. 50, nickle-plated,	"	0 80
" handles, japaned,	per gross	8 40
Common, plain		4 25
" plated		5 50
Asbestos, per set		1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated, per 100 feet, $2.50; 3 in., $3.35; 4 in., $4 45; 5 in., $6 00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary	per 100 ft.	3 00
Furnace fittings, 50 p.c.		

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk cans, 40 p.c.
Cream-ry can trimmings, 75 and 12½ p.c.

JAPANNING.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast	per doz.	6 75
Lift Tubular and Hinge Plain,	"	5 00

Japanning, 50c. per doz. extra.
Prism lobes, per doz.. $1.20.

OILERS

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

GALVANIZED WARE

Dufferin pattern pails, 40 per cent.
Fairing Pattern 45 per cent.
Galvanized washtubs 40 per cent.
Galvanized buckets 50 p.c

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS

Base, per lb., 25 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks		8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Finish varies, 50.
Campstoves and ovens, 50 and 10

STOVE BOARDS

Lithographed, 50 and 10

STOVES

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths			7 00
7 inch	"	"	7 50

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 47

Polished, 15c per dozen extra.
Thimbles, 70 p c.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED CUT HAY BALING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.75; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 50 Galvanized.... 2 75

HAY WIRE IN COILS.

No. 13, $2.70: No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal — 100 lb, Nos. 4 and 5, $3 9 ; 6, 7, 8 $3 40; 9 $3 9 ; 10 $3.45; 11, $3 50 ; 12, $3 05; 13, $3 5; 14, $4.00 F O B Pittsburg Nos 4 an 5 $2.4 ; 6 7 and 8, $2 25; 9 $2.25; 1 2 0; 11 $ 3; 12, $2 40; 13 $2.0; 1 $2 00; less than cars, 10 cents higher. Extra for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge Nos	Over 20 lb.	10 to 20 lb.	5 to 10 lb.
0 to 5	$0 50	$0 75	$1 05
6 to 9	0 75	1 25	2 00
10 to 11	1. 0	1 75	2 50
12 to 14	1.50	2 25	3 50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 60 extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb		2 85
Galvanized, plain twist		3 10

Galvanized barb, f.o.b. Cleveland, $2.65 for small lots and $2.55 for carlots.

WIRE ROPE

Galvanized. 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires. ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized		2 75
Plain		2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case		0 60
" 4 " packages, per case		0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs,	"	14 00
1 "	"	12 00
2 "	"	10 00
3 "	"	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star mops		1 20
Crescent mops	H	1 50
Folding ironing boards	16 25	18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style	per doz.	8 10

WASHING MACHINES.

Round, re-acting	per doz.	60 00
Square	"	63 00
Eclipse and Snowflake		54 00
Dowswell		39 00
New Century and Bluebelle		75 00
Daisy		54 00
Stephenson		74 00
Spotless		69 00
Puritan Motor		156 00

WOODEN PAILS.

Cane's wire hoop 2-hoop		1 90
" " 3-hoop		2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in.,	per doz.	35 00
Royal American, 11 in.		35 00
Eze, 10 in., per doz		36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball	per M	2 25
Small heel		4 50

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"		6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09½
Pure Manilla	0 11½
"British" Manilla	0 10
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ¼ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" " 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal		0 08½
500 " standard		0 08½
550 " " manilla		0 09½
600 " " "		0 11½
650 " " "		0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 40
Arkansas	"		1 80
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb. per ton		20 00	22 00
" under 40 lb. "			24 00
" 200 lb. and over			00 00

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Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,. Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
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Ontario Lantern and Lamp Co., Hamilton, Ont.

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Canadian General Electric Co., Toronto
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Tin Plate.
Lysaght John, Bristol, Newport and Montreal
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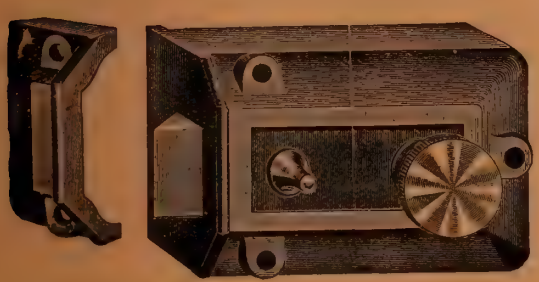

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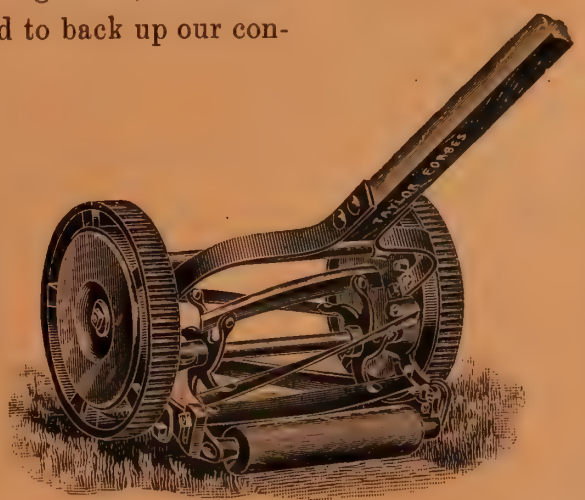
We will warrant our machines to outwear and the blades to retain their keenness of edge longer than those of any imported machine. The bearings, wheels and checks are made heavier than formerly and the mower is subjected to so many severe tests, that we know it is all right before it leaves the factory.



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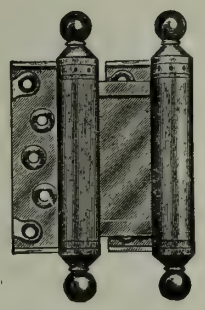

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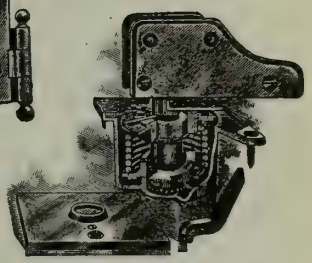

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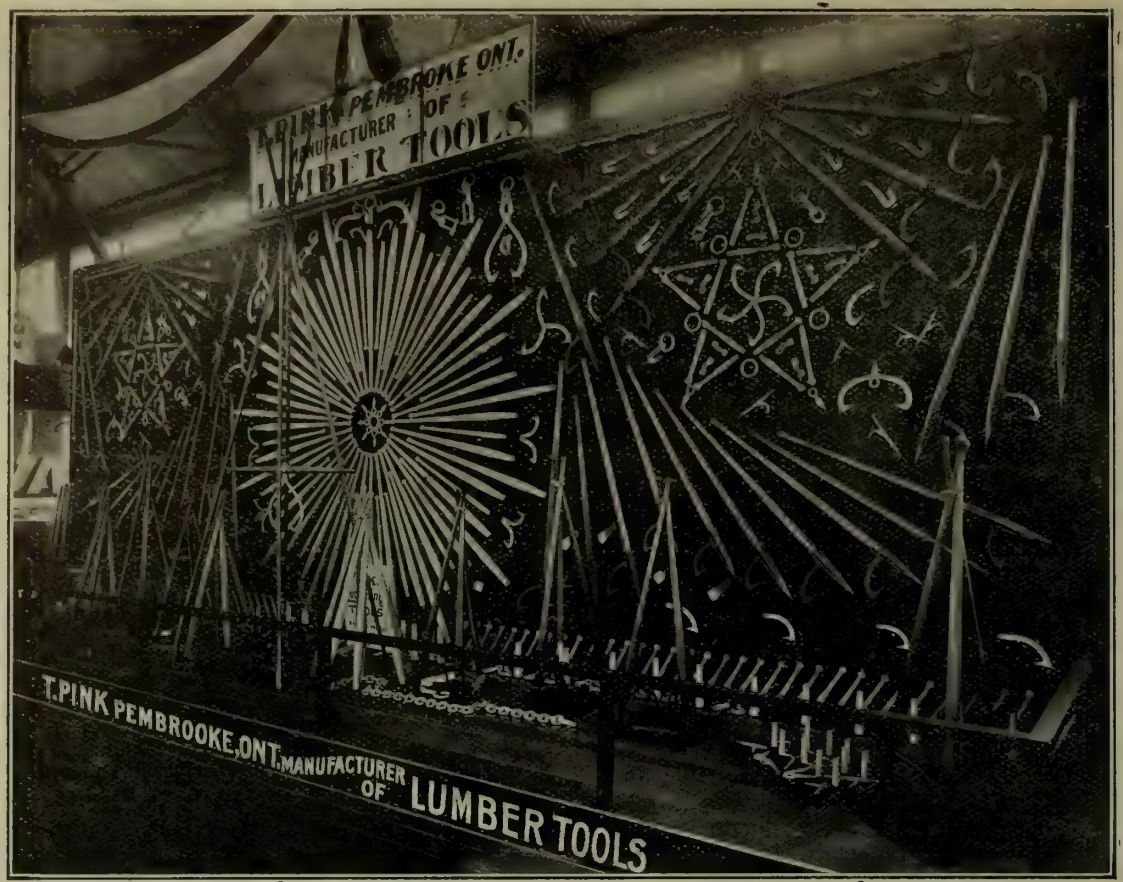

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CLIPPERS

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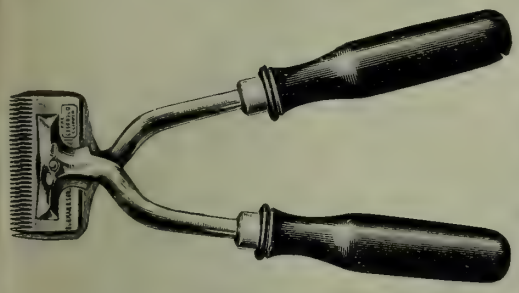
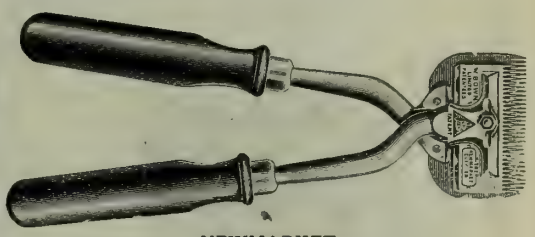


BOKER'S No. 1704
Ball Bearing, Polished Ebonized Handle, Leather Pocket.



NEWMARKET
Stained Handles, Leather Pocket.

No. 15.
Black Diamond Fetlock Clipper,
Ball Bearing, Nickel Plated.

BURMAN'S No. 17
POWER CLIPPER.

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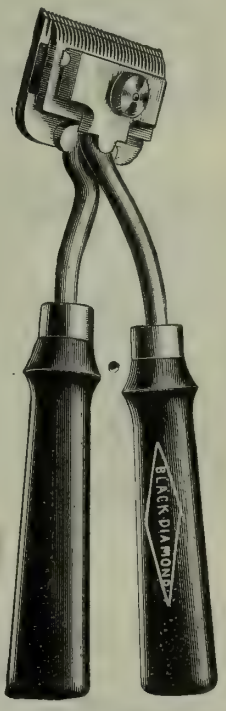
POWER CLIPPER.



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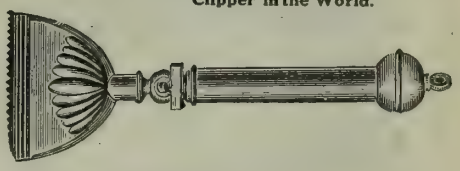
BLACK DIAMOND HORSE CLIPPER
Ball Bearing, Nickel Plated. Finest Hand
Clipper in the World.

STEWART'S SHEEP SHEARING MACHINE
with Large Drive Wheel, Flexible Shaft.



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HAND POWER HORSE CLIPPERS?

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"New Stewart"

Wherever horses are used by civilized man the New Stewart Clipping Machine is recognized as the best, and has proved a great success.

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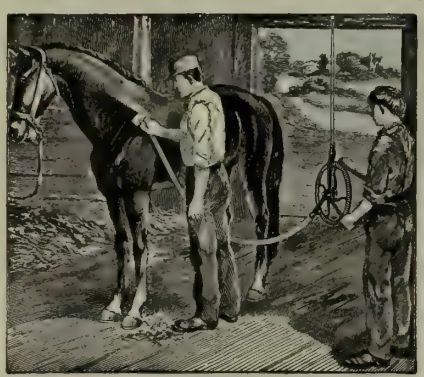


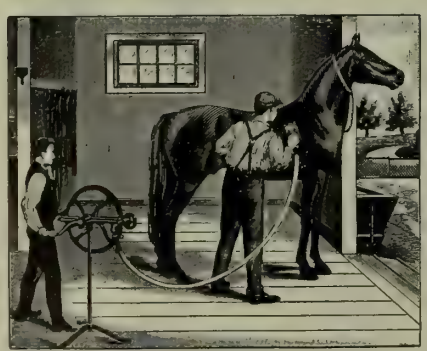
20th Century in Use.

"20th Century"

The 20th Century Clipper does 100 times as much work as the old-fashioned hand-clipper. Cuts easy and fast and is one of the most perfect clipping machines ever made. Needs no experience to operate.

Complete with 4 1-2 ft. flexible shaft. Weight, each, boxed, 20 lbs.

"20th Century."



1902 Chicago in Use.

"1902 Chicago"

The 1902 Chicago Clipper will clip a horse in thirty minutes, and is considered one of the best clipping machines in the world. Operated by right or left hand. It is simple, strong and durable, and is light-running and noiseless. All parts are hardened tool steel.

Complete with 6 1-2 ft. flexible shaft. Weight, each, boxed, 56 lbs.

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FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

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WITH

Simplex Shear Bolt

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The Simplex Bolt enables the operator to quickly adjust the shears to work looser or tighter by the use of an ordinary small screw-driver and a slight turn of the nut.

The shears can be easily taken apart.

The bolt when taken out of the shear consists of only two parts and can only be replaced correctly.

No springs, no levers or other parts to be lost or become out of order.

The bolt is so simple and practical in construction that it at once receives the endorsement of all mechanics and tailors who see it. This improved bolt and the "Stielweld" process, which give Wiss Shears and Scissors their wonderful cutting properties, make them the most popular with tailors throughout the world.

Wiss Shears are no higher in price than the ordinary shears of the same size and general appearance.

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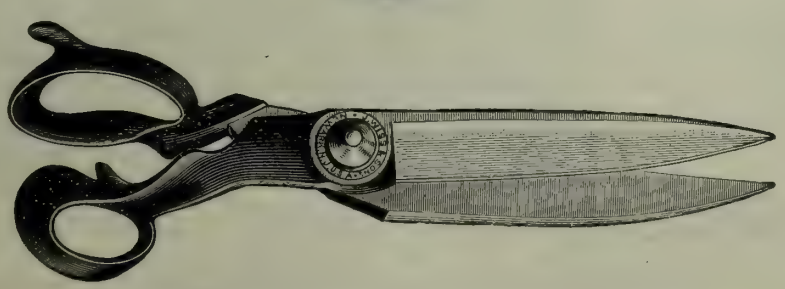

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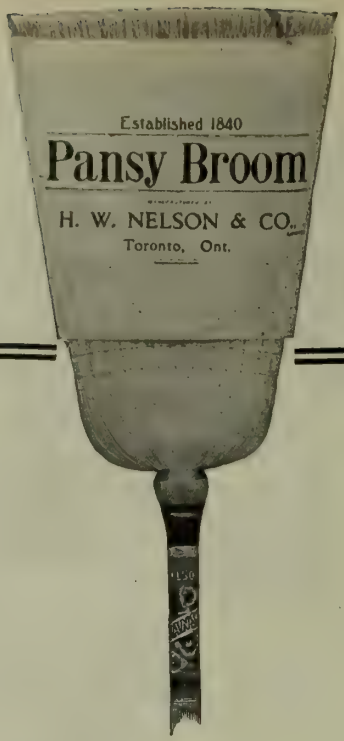

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the very acme of good value

There are brooms and brooms! We can supply you with brooms of any price, but you will consult your own best interests by pushing the "Pansy." Just the right size, the right weight, strong and springy, and extra handsome in appearance. The housekeepers of your locality will prefer the "Pansy" to all others. Send us your order to-day.

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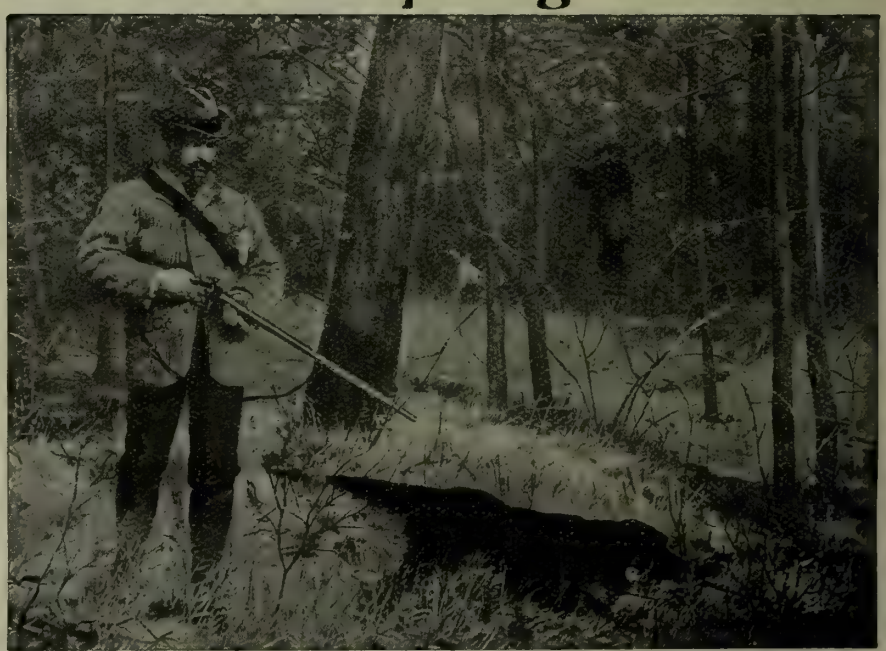

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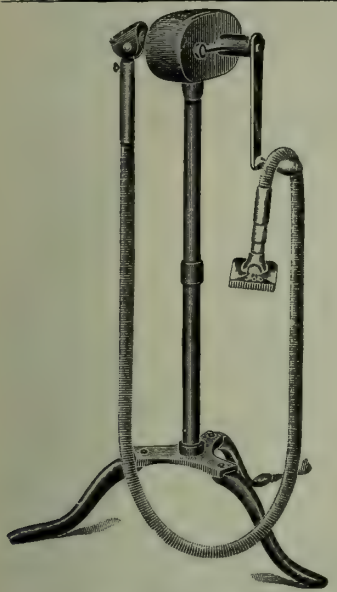
Wholesale Only

Horse Clippers



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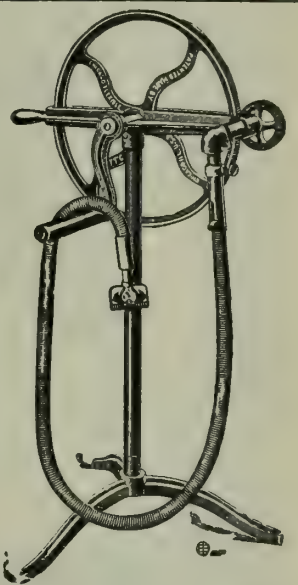
New enclosed type, flexible shaft, 6 ft. long.

20th Century Machine

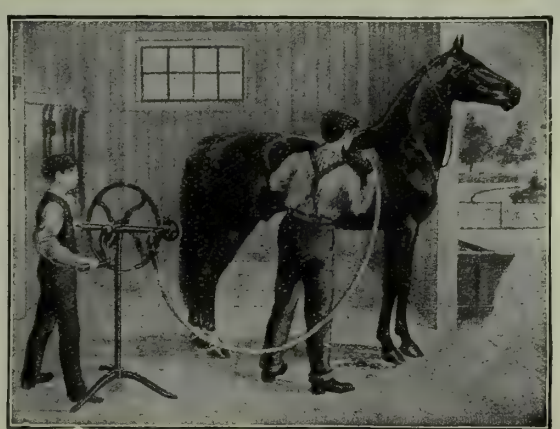
It is suspended from the ceiling by a rope, permitting all parts of the horse to be reached easily.

Clipped horses look better, feel better, work better and are less liable to catch cold,



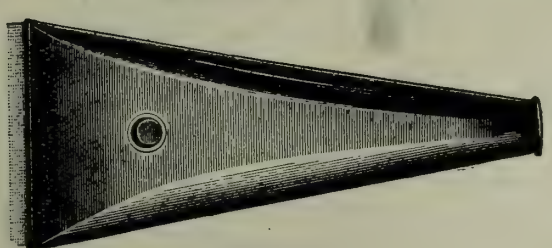
The "New Chicago," 1902

Fly wheel 19 inches diameter, flexible shaft 6 feet 6 inches long.

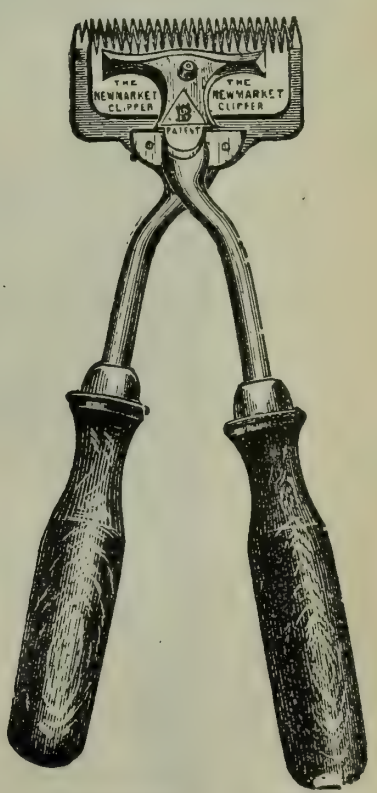


"New Chicago," 1902

Boker's Horse Clipper



Horse Singers



Newmarket Horse Clipper

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Opposite Union Station

We Ship Promptly

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto

Our Prices Are Right

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The best made- Write for our Catalogue

THESE LANTERNS ARE THE STRONGEST BEST FINISHED LANTERNS ON THE MARKET. THEY ARE WARRANTED WIND-PROOF

OUR PATENT LOCK NEVER FAILS TO HOLD THE LANTERN OPEN.

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(The Pioneer)

is conceded by practical cutlers, and millions of users to be the **best Safety Shaving device in the world.** It is in a class by itself, being the **only Safety Razor** having an extremely keen **blade** that is made from double refined Sheffield steel that will **last for years** with practically no expense. It will pay dealers to stock **Star Safety Razors,** for with every sale they make a friend and customer. Why? Because they are giving value for money invested and selling an article that will positively give satisfactory results. (Over seven million have been sold in the past thirty years.)

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8-10-12 Reade St.,
New York City, N.Y.

Alundum Wheels Cut

THEY DO NOT TEAR OFF THE STOCK

¶ Alundum is one of the sharpest abrasives on the market. A thorough series of tests have proven that each particle acts as a cutting tool removing the chips as in a lathe.

¶ Increased efficiency is the aim of modern factory organization. The high efficiency of ***Norton Wheels*** in grinding, over all other methods of removing stock is well known.

¶ There are hundreds of different grades of material and uses for all of which there is an ***Alundum Wheel*** suited to the purpose.

¶ Why not get some of this business. Do you stock grinding wheels? We can make you a profitable proposition to carry this line.

CANADIAN AGENTS

The Canadian Fairbanks Co., Limited

Montreal

Toronto **Winnipeg** **Vancouver**

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Crescent Brand Hinges and Butts

Bright Steel, Japanned, Electro-Plated and Nickel Finishes

Crescent Brand
Registered

Is the other fellow pressing you hard for business?

Chances are he is doing it with Crescent Brand Hinges and Butts.

Many of the successful fellows have chosen them exclusively—and they are well worth choosing too, being made for the trade that seeks the best, and who are governed by quality.

Can you risk handicapping your business with inferior goods, when the price is not lower?

If your jobber does not keep them, we will fill your order.

Canada Steel Goods Company, Limited

Hamilton, Ontario

Leave the Money in the Country Wherein You Expect to Make Yours

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The Standard Goods are Canada Screw Goods

For Over a Third of a Century
we have been manufacturing

Wood Screws, Wire Nails, Tacks

Machine Screws; Iron, Brass and Copper Rivets and Burrs; Staples, Corrugated Fasteners; Stove, Sink, Tire and Sleigh Shoe Bolts; Bright Wire Goods; Wire—Bright, Coppered, Tinned, in coils and cut to lengths, etc.

LOOK FOR OUR TRADE MARK—IT MEANS QUALITY.

Canada Screw Co., Limited

Toronto **Hamilton** **Montreal**

A Modern Labor Saver

The **Ideal Power Washer** is a machine that runs itself. The motor is propelled by water pressure, such as is maintained in any water works system, and is connected to the faucet by an ordinary rubber hose. The water, after passing through the motor, is as clean as when it comes from the faucet, and may be used for rinsing or any other purpose.

All working parts that come in contact with water are made of best quality brass; the rack and pinion are cut from the solid bar, and a roller-bearing on back of rack eliminates friction, insuring smooth and noiseless running. Valves and springs are the simplest and best that good materials and expert mechanics can produce.

The tub is made of the very best materials, thoroughly water tight and strongly bound with steel hoops. All fittings are of steel and malleable iron, thoroughly rust-proof and handsomely finished.

You should have the **Ideal** in your stock. It will be a great seller.

Write us for prices, or ask our travellers.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.

Showrooms, TORONTO, 77 York St. OTTAWA, 111 Sparks Street, QUEBEC. FRASERVILLE.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Uniform Quality

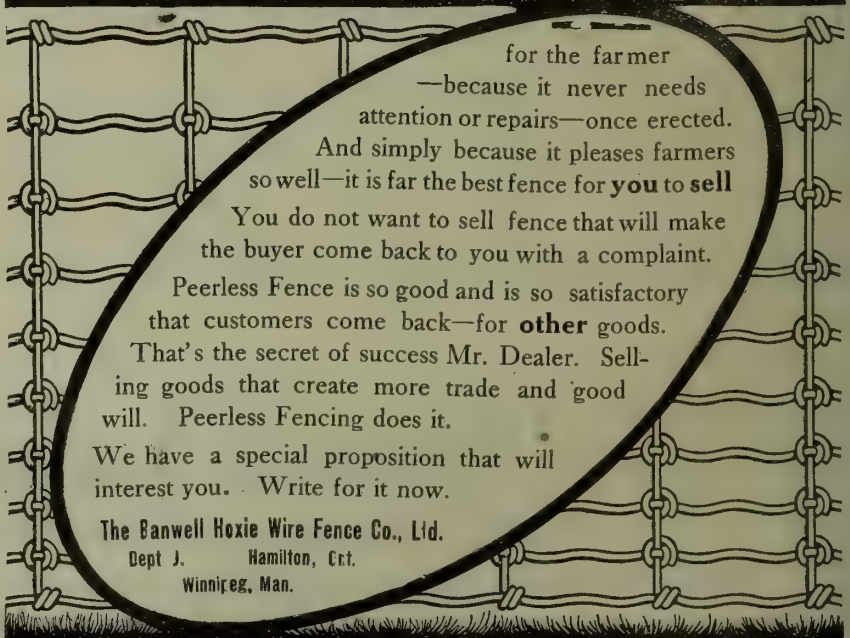
for which London bars are justly celebrated among iron working people—is only to be obtained by thorough-going carefulness from the selection of the scrap right through all the processes to the finished product. The man who stocks London Bars is on the road to bigger iron business.

Nuts and Bolts

LONDON ROLLING MILL CO., LTD.
LONDON, CAN.

PEERLESS

The Fence that saves Expense



for the farmer —because it never needs attention or repairs—once erected. And simply because it pleases farmers so well—it is far the best fence for **you** to **sell**

You do not want to sell fence that will make the buyer come back to you with a complaint.

Peerless Fence is so good and is so satisfactory that customers come back—for **other** goods. That's the secret of success Mr. Dealer. Selling goods that create more trade and good will. Peerless Fencing does it.

We have a special proposition that will interest you. Write for it now.

The Banwell Hoxie Wire Fence Co., Ltd.
Dept J. Hamilton, Ont.
Winnipeg, Man.

STRONGER

Than Stock-Weather and Wear

When You Sell Clipping Machines Sell the World's Best

They cost you less than cheaply constructed imitations and give a lot more satisfaction

This Stewart No. 1 Ball Bearing Clipping Machine

is made with cut steel gears (not cast) hardened file hard and running constantly in oil; the highest grade flexible shaft and the world famed Stewart one-nut tension clipping knife.

We guarantee that it must please the man who gets it better than any other machine made, or it can be returned to us for refund of all money paid out including transportation both ways

All Leading Jobbers in Canada Have It

CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Ave., Chicago

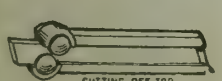
ARMSTRONG TOOL HOLDERS

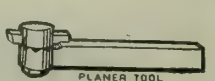
STRONG TRADE MARK

STRONG TRADE MARK

MAKE ONE POUND OF TOOL STEEL EQUAL TO TEN POUNDS IN FORGED TOOLS

SAVE ALL FORGING, 70% GRINDING





DON'T BE MISLED

into buying weak imitations of Armstrong Tool Holders which do not embody important details of construction covered by our patents nor strength of design, high quality of material, workmanship and KNOW HOW that come from our 15 years' experience. If you want GOOD Tool Holders get the genuine Armstrong. Accept no substitute. Write for Catalog.

ARMSTRONG BROS. TOOL CO.

"THE TOOL HOLDER PEOPLE"

106 N. FRANCISCO AVE., CHICAGO, U.S.A.

The Shrewd Buyer of Clippers Wants British Clippers

and in one minute when he thinks of Clippers he hinks of BURMAN'S.

BURMAN'S have all those sterling qualities of the BRITISH make; the craftmanship that makes all lines last long; the steel that has never been surpassed in any country. The price which makes a profit for the dealer and then a satisfied customer which means much to you.

BURMAN & SONS, LIMITED, Lee Bank Works, Birmingham, England, have been making Clippers, that means Horse Clippers, Barbers Clippers, Power Clippers and Sheep Shearing Machines of all descriptions, since away BACK in 1871. The No. 17 Power Clipper is always tested and run in actual use before it leaves the factory. The gearing that runs the machine is in a DUST PROOF GEAR BOX and to see it is to buy it. SHOW OUR GOODS AND THEY SELL THEMSELVES. The BURMAN No. 17 Clipper weighs only 35 lbs. packed; size of case 26 x 11 x 8 inches.

B. & S. H. THOMPSON & CO., Ltd., St. Paul Street, MONTREAL

SOLE CANADIAN AGENTS

McDonald Adjustable Pipe Elbow Pattern

The machine here illustrated will enable any person of ordinary intelligence to lay out in a few seconds a mitre for any elbow from zero to 90 degrees in any number of pieces, and for any diameter of pipe from 3 to 30 inches. Absolutely no trimming required. Write for descriptive circular and prices.

SPECIAL: 10% discount will be allowed on all orders received before Feb. 15, 1909. Correspondence from agents and jobbers solicited.

Figure 3.

Address

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The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

ACME FLEXIBLE STEEL MATS

MATS SPECIALLY MADE TO FIT ELEVATORS and ENTRANCES.

Prominent features of ACME MATS:

Manufactured of best strip steel, which insures strength and durability. Galvanized finish, which insures non-rustability and attractiveness. Flexibility, which insures convenience. Mesh of special design, which insures self-cleaning and a sanitary condition.

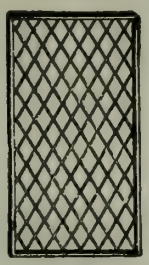
PAT. NOV. 3, 1903.

Manufactured by the

ACME STEEL GOODS CO., A good line for hardware jobbers and dealers

CHICAGO—2834-40 Archer Ave. NEW YORK—28 Elm Street.

"If It's Made of Wire We Make It"



Let us quote you when in need of

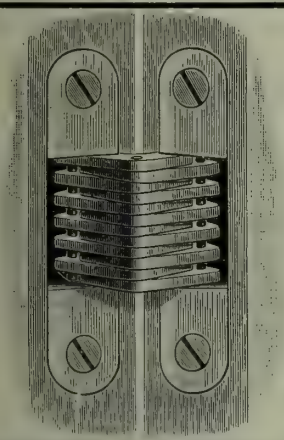
Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,

HAMILTON, ONT.

We make jail cells and gratings of every description.



INVISIBLE

When a door is shut you cannot see

THE

Soss Invisible Hinge

The Soss Hinge is built on an entirely different plan to the ordinary butt hinge, being superior to it for all purposes. On very fine work like book cases, ladies' desks, wardrobes, pianos, china cabinets, etc., the large manufacturers are using the Soss Invisible Hinge almost exclusively. Just as easy to apply as the ordinary butt hinge, too.

Booklet on Request.

The Soss Invisible Hinge Co.
Limited

104 Bathurst St. - - Toronto, Can.

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

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MATERIAL, THREADING AND FINISH

are three important qualities that count and are conspicuously

Evidenced in all Our Fittings

which are all standard goods and in them the acme of excellence is reached.

The "DIAMOND" Brand Spells Perfection.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited

OSHAWA, - CANADA

RODGER'S Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK

James Hutton & Company

MONTREAL

Sole Agents for Canada

The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

Write for Particulars

CANADIAN GENERAL ELECTRIC COMPANY, Limited

Head Office, - TORONTO, ONT.

District Offices: MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, ROSSLAND

When in the market for

GLUES, GELATINES, SIZE, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices — Prompt shipment.

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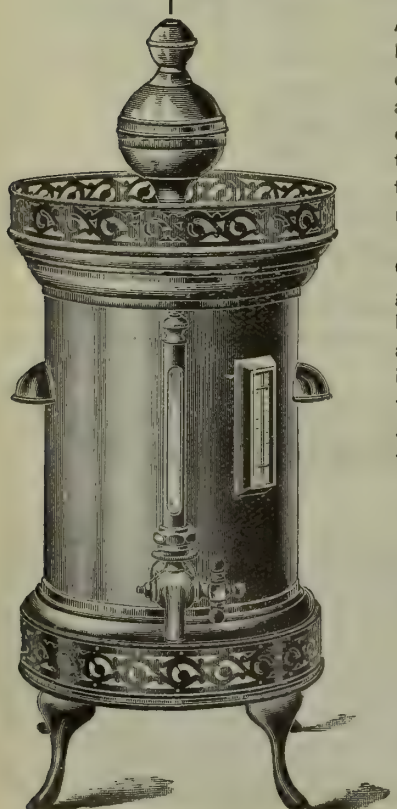


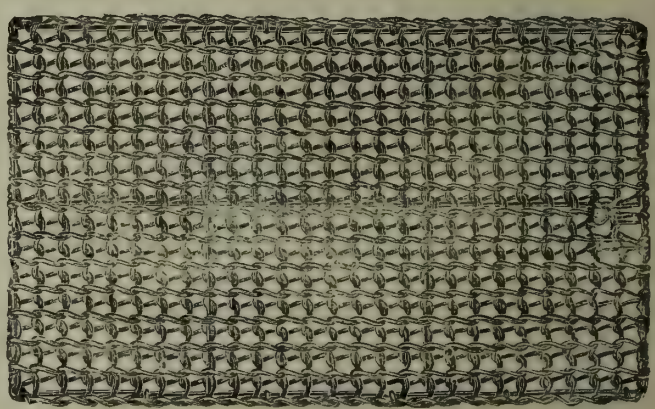
At the rate temperance hotels, quick lunch counters and restaurants are being established all over the country, there's good business to be picked up by the man who is selling the Buffalo Line of Tea and Coffee Urns. These goods are practical, handsome and durable, and invariably suit the ideas of practical restaurant men. Get busy after this business — there's money in it.

Make a start by writing for our complete catalog.

Buffalo Mfg. Co.
BUFFALO, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO.
51 Yonge St., Toronto

OUR NEW DOOR MAT



Interlocked Wire Bordered, Flexible, Reversible, Durable

Low prices and efficient — A splendid seller

THE B. GREENING WIRE CO.
LIMITED

HAMILTON, Ont. — MONTREAL, Que.

Pocket Knives Razors Scissors

REGISTERED TRADE LW TRUE MARK CELEBRATED

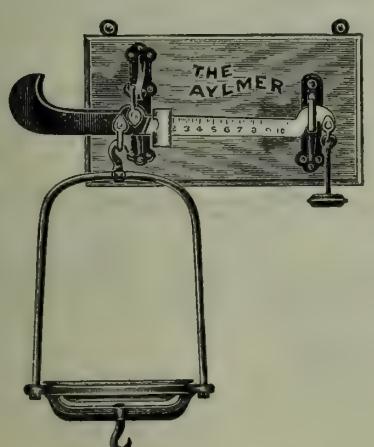
TRUE BRAND CUTLERY.

Every piece guaranteed by

E. F. Walter & Co.

166-168 McGill Street,
MONTREAL

The AYLMER



DAIRY SCALE

(Capacity, half ounce to 50 lbs.)

This Scale is made with solid brass beam, wrought iron bail and porcelain platter. The most complete Dairy Scale on the market.

Each Scale is inspected and stamped by the government inspector and guaranteed to weigh correctly.

Every dairy farmer will want one when he sees it. Get a sample, and see how they will sell.

Manufactured only by

The Aylmer Pump & Scale Co., Limited
Aylmer, Ont.

WESTERN REPRESENTATIVES: The Ontario Wind Engine & Pump Co., Winnipeg, Man.

Mistakes. Oh, yes! We make them but we try very hard not to make the same mistake twice. You may have been offering your customers another make of pumps and we suggest that you get right by adopting

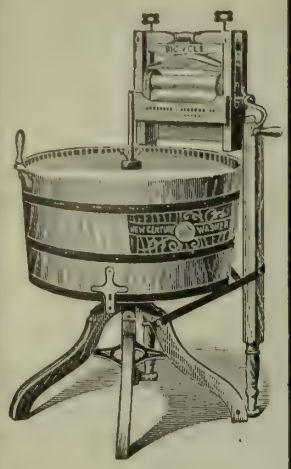
McDOUGALL PUMPS

which are Standard Pumps, and you will prevent that repetition of mistake.

Our Catalogue explains

The R. McDOUGALL CO.

Galt, Canada LIMITED



Not Cheap but Good

SIMPLY PERFECT

there has never been a time since Washing Machines have been on the market, that the

"NEW CENTURY" and "IDEAL"

were not the most satisfactory washers to sell.

They are worth many times the money paid for cheaper machines.

The Dowswell Mfg. Co., Limited

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PERFECTLY SIMPLE

AGENTS:

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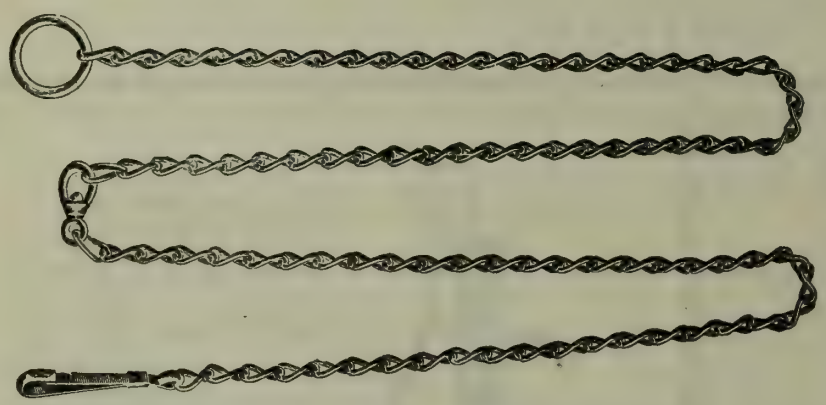
Harry F. Moulden, 290 Garry St., Winnipeg, Man.

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.



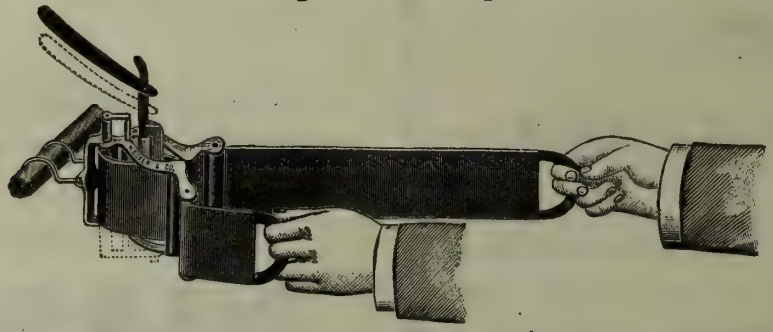
We call the attention of the trade to the length of link in our wire chains. Each link is about half as long as other wire chains, thereby making a much more flexible chain. They are easier on the animal and we guarantee they are 50 per cent. stronger. We make them into

Tie-Out Chains,

Cow Ties, Traces

H. Boker & Co.'s Radium Double-Action Stropping Machine

For Ordinary or Safety Razors



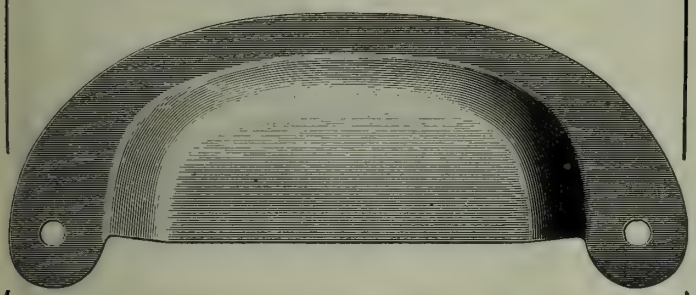
With the Radium Double-Action Machine, when you pull the strop the razor moves vertically and the strop laterally, giving heel to toe movement, representing a perfect imitation of the skilled barber's hand.

Write for Our Free Book:

"Some Pointers for Gentlemen Who Shave Themselves."

McGill Cutlery Co., Reg'd. - - P.O. Box 366, Montreal

Save Money
—IN—
Drawer Pulls



SEND FOR SAMPLE AND PRICES.

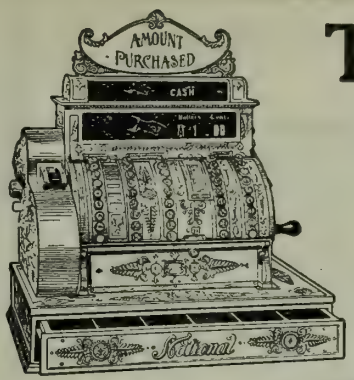
WE ALSO MAKE THE

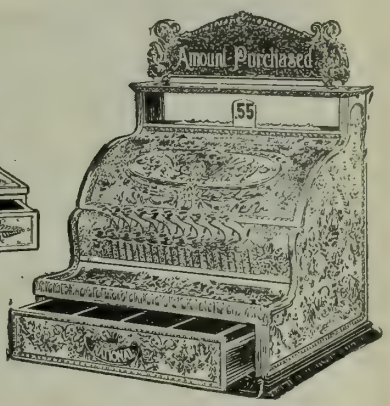
Celebrated Shelby "Champion" Double Acting Spring Floor Hinges

The Standard Mfg. Co.

SHELBY, OHIO., U.S A.

They Pay!





Ask the Man Who Has One!

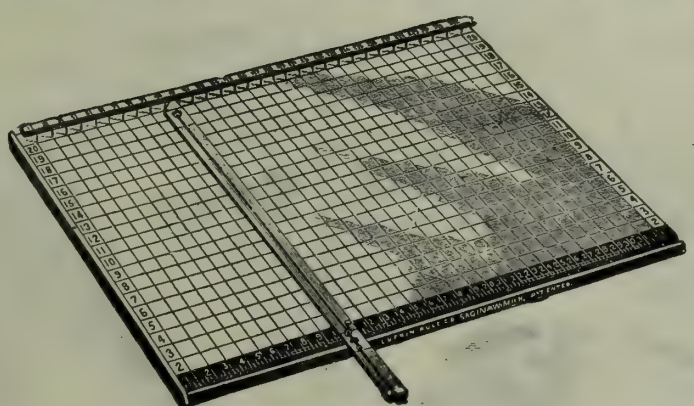
Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

Perfection Glass Boards

Hardwaremen who are constantly cutting odd sizes will appreciate the advantages of the **Perfection Glass Board** for this purpose. It fills a long felt want—a perfect glasscutter's board. It insures accuracy, saves time, and prevents breakage.

Write for our catalogue containing full particulars and prices.



Our stocks of all kinds of **Glass** at our **Three Warehouses** are very complete, and place us in a position to fill all orders promptly. Mail orders for glass, other than manufactured, shipped same day as received.

SOLE CANADIAN AGENTS FOR

MAXIMUM LIGHT GLASS and CAT'S EYE GLASS

THE HOBBS MANUFACTURING CO., Ltd.

Factories and Warehouses:

TORONTO **LONDON** **WINNIPEG**

Astride the Fence

May be detrimental to a man's political standing and promotion, but this attitude does not in the least injure the Dillon Hinge-Stay Fence, which will withstand any test and has features possessed by no other competitive brand. The stay wires join the laterals with a hinge; hence the "hinged stay," rendering the fence practically indestructible. The only fence that will endure severe strain without bending the wires.

Let us send you our catalogue.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Let Us Send You Samples

of our THREE styles of ready roofing. We feel sure that you'll desire to handle our COMPLETE line when you see the quality of the goods we make. Prices, samples and co-operation suggestions will be forwarded on request.

Brantford Roofing Co., Limited

BRANTFORD, - CANADA

SELLING AGENTS:

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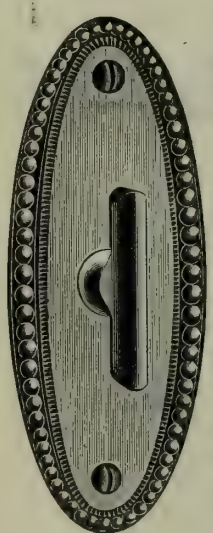
General Supply Co. of Canada, Limited { 219-221 Bank Street, Ottawa / 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co. - - - - - - - - Sherbrooke, Que.
Fleck Bros., Limited - - - - - - - - - Vancouver, B.C.
Imperial Export Co. - - - - - - - Toronto, Ont.



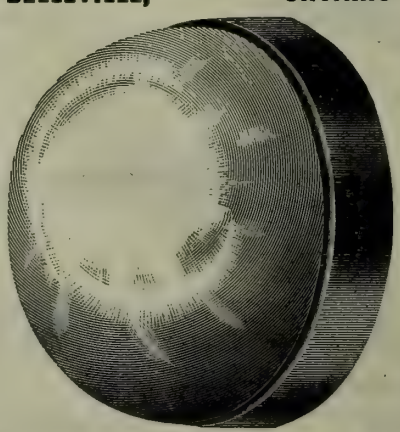
We have recently made some ***important improvements*** to our Rotary Stroke Electric

DOOR BELL and TURN

This is a very handsome, practical and saleable set and is only one of our many trade-catching door bell designs. Sold by all leading jobbers in the Dominion.

The BELLEVILLE HARDWARE CO., Limited

BELLEVILLE, - - ONTARIO

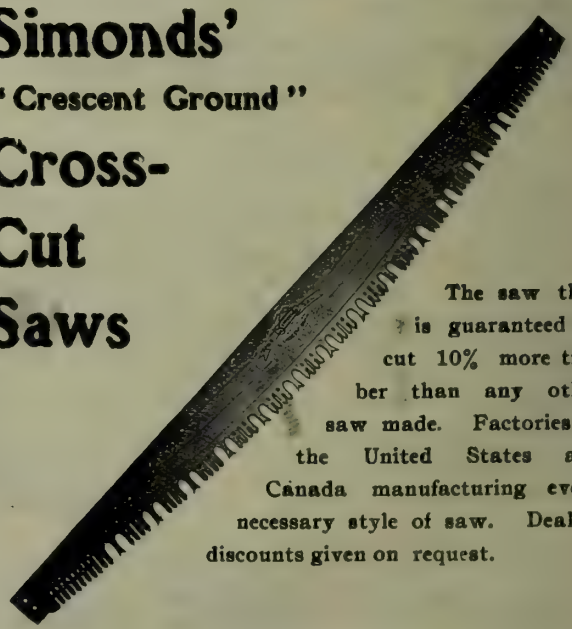


This excellent line is put up with **Bronze, Brass** or **Steel Turns, Steel** or **Bell Metal Gongs.** Also with **Cast Bronze, Brass** or **Iron Turns.** Our full list is very attractive.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Vancouver, B.C. St. John, N.B.

When you have a good job on hand don't forget we handle the best

Line of Batteries on the Market

Good at all times for work that requires abundant reserve strength.

QUICK RECUPERATION.

UNUSUAL LENGTH OF ACTIVE LIFE.

R. E. T. PRINGLE & COMPANY, Ltd.

MONTREAL WINNIPEG

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To solicit subscriptions in Toronto for one of our publications.

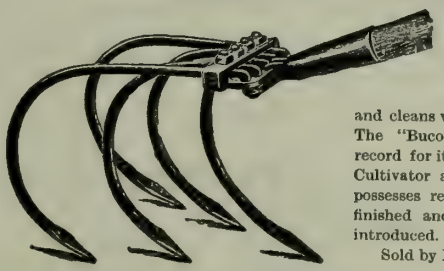
A retired merchant or one who has had experience as a salesman preferred.

As high as $1,500 a year will be paid to a first class man.

The MacLean Publishing Company, Ltd.

"BUCO" GARDEN CULTIVATOR

HANDLE 4½ FT. LONG



Teeth are Oil Tempered and Tested Steel Springs adjustable to width Loosens soil thoroughly and cleans weeds out BY ROOT. The "Buco" has made a unique record for itself as a capital hand Cultivator and labor saver, and possesses real merit. It is nicely finished and a good seller where introduced.

Sold by Hardware Jobbers.

Manufactured only by

BAILEY-UNDERWOOD CO., LTD.

NEW GLASGOW, N.S.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

PLAIN BRASS OILERS

Can be used on any ordinary bearing.

MADE WITH OR WITHOUT SYPHON

ORDER AN ASSORTED STOCK

From Your Jobber

PAGE 41 OF OUR NO. 21 CATALOG ILLUSTRATES THIS LINE

Manufactured by

Penberthy Injector Co., Limited, Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office :

St. Catharines

Ontario

W&B
TRADE MARK

W & B CO
TRADE MARK

DIRECTORY OF MANUFACTURERS

CARBON COPIES.

Are you using **"PLIC" BOOKS**

The up-to-date way of writing original and duplicate letters and orders at one operation on your own printed letter or note head. Nothing so quick and simple. Sample on request.

The CARTER-CRUME CO., Limited
445-447 King St. W., Toronto, Can.

CLIPPERS.

'RIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street

ELECTRIC DRY BATTERIES.

TRADE MARK

NINE LIVES

X CELLS are the only Dry Cells which show NINE LIVES.

You'll make money in handling them. All standard sizes.

Electrical Specialties, Limited
TORONTO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

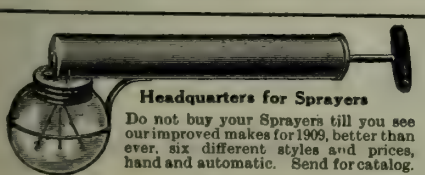
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES



Headquarters for Sprayers

Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.

Manufactured by

THE COLLINS MFG. CO., TORONTO.

HARDWARE SUPPLIES.

The KATIE Foundry
GALT, ONTARIO

Municipal Supplies
Sash Weights
Soil and Water Pipes
Plow Castings
General Hardware Castings

MANUFACTURERS' AGENTS.

COULSON AND BLAIKIE
Manufacturers' Agents
459 St. Paul Street : : Montreal

We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.

Our connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed. Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

PHONE 159
P.O. BOX 257
SASKATOON,
Western Canada

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker, 13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PORTABLE OVENS.

BAKERS' OVENS
Cut shows the "Hubbard" Patent.

There's good money supplying the local baking trade with our line of Baker's supplies.

Write us for prices.

The Warren Mf'g. Co., Limited
Toronto, Ont. Phone M. 275

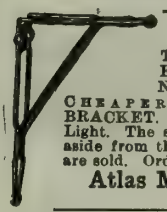
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

STEEL TANKS.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

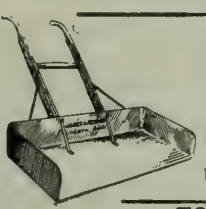
STOVE BRICK.

Phone College 4877

JONES BROS.
302 Christie Street, Toronto

Stove Brick **Stove Castings**
Fire Clay **and Water Fronts**
Asbestos Cement
Brick for Fire Places

SKATING RINK SCRAPERS.



SKATING RINK SCRAPERS

Will clean the ice off in half the time. Appreciated by rink managers everywhere.

JAMES & REID, Sole Mfrs.
Perth - - - Ont.

TOOLS.

TRADE STRONG MARK

TOOL HOLDERS
For LATHES and PLANERS
All kinds—All sizes.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO, U.S.A.

Make **ONE POUND** of TOOL STEEL EQUAL 10 LBS. in FORGED tools.

Write for Catalog.

VENTILATORS.

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

CRESCENT WIRE AND IRON WORKS.
Kingston, - Ontario

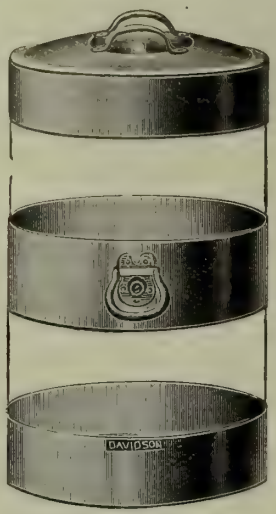
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

PARTRIDGE & SONS, Proprietors.

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
GENERAL AND SPECIAL WIRE HARDWARE.
Write us for prices
New York Office, - 107 Chambers St.

Davidson's Broad Hoop Roll Rim Bottom

Milk Can Trimmings



IN COMPLETE SETS

"Broad Hoop" Pattern—Composed of the following: 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 inches wide, 20 gauge, 1 Broad Top Hoop, 1 pair Cover Handles, 1 pair Side Handles.

A combination of strength and durability

Our bottoms have HEAVY ROUND ROLLED EDGES which make them doubly durable, and saves all wear and tear to Factory Floors and Waggons.

BOTTOMS ARE CONCAVE and drain to the centre, and are therefore easy to wash out.

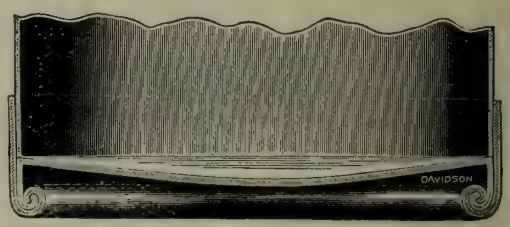
THEY DO NOT CORRODE like those which drain to the side.

OUR MILK CAN TRIMMINGS ARE UNEXCELLED for ease of making up, and our Patent Roll Rim Bottom makes a strong, neat and fitting completion to any milk can.

We also carry in stock Tinned Iron, cut to size for milk can bodies, which we can supply promptly.

Diagram showing how strongly our Roll Rim Bottoms are constructed

SEE HOW THE OUTER AND INNER RIMS ARE ROLLED IN AND THEN RIVETTED TO BOTTOM HOOP.



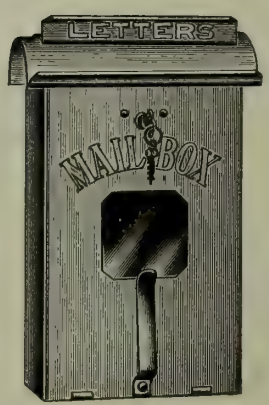
The Thos. Davidson Mfg. Co., Limited, Montreal and Winnipeg

A FULL LINE OF

20TH CENTURY

MAIL BOXES

No. 1



No. 2

No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

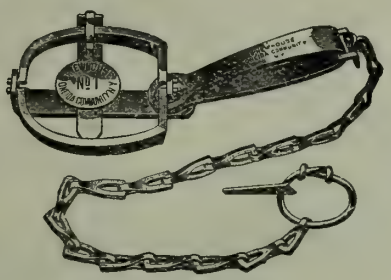
MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

61-63 UNION PARK CT. - - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **A Genuine Newhouse** trap will hold the game and earn its extra cost several times in a season.



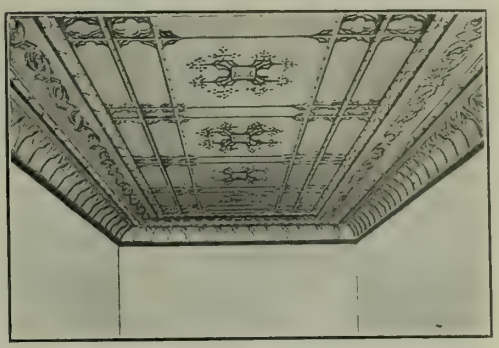
NEWHOUSE STEEL TRAPS ARE ABSOLUTELY GUARANTEED

Made since 1848 by

Oneida Community, Limited

Write for Catalogue NIAGARA FALLS, ONT.

A DOUBLE PROFIT for DEALERS



Suggestion for Gothic Ceiling in a narrow room

Don't lose sight of the fact that our

CLASSIFIED METAL CEILINGS

make two profits for dealers—first on the material, and second on the erection. And the only stock you carry is our catalogue, which costs you nothing. Here is a golden opportunity to make money without investing any Have you taken full advantage of it?

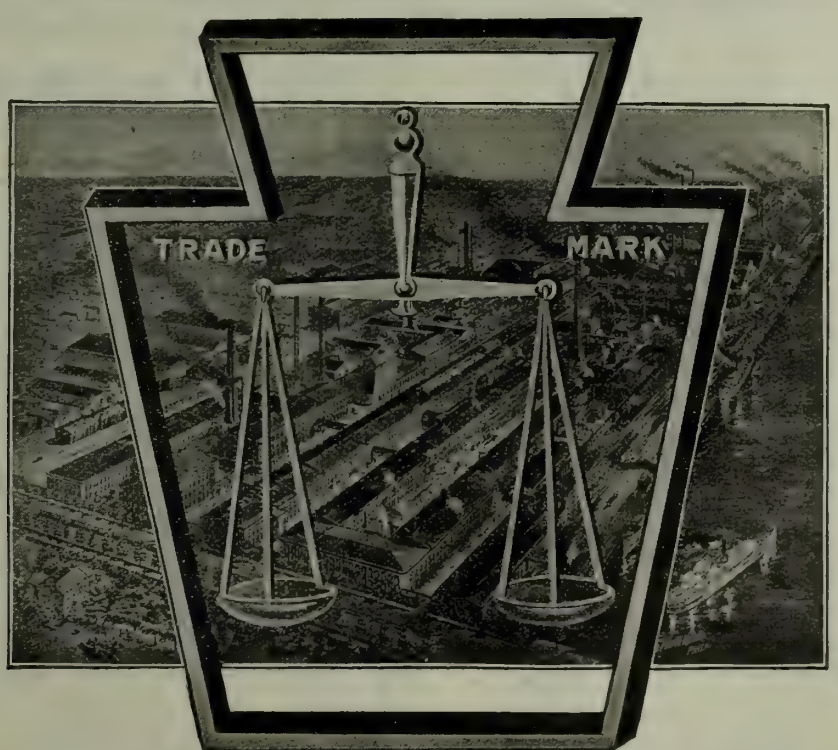
We work with the trade

OUR GENERAL SALES AGENTS ARE :

St. John, N.B.	Quebec	Toronto
Emerson & Fisher, Ltd.	J. A. Bernard	G. P. Breckon
Winnipeg	**Calgary**	**Vancouver**
Clare & Brockest	Ellis & Grogan	Wm. N. O'Neil & Co.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

Disston Saws



The largest Saw Manufacturing Plant in the World and its Trade Mark—EMBLEMATIC of the Principle upon which the High Reputation for Quality, Workmanship and Utility has been built.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

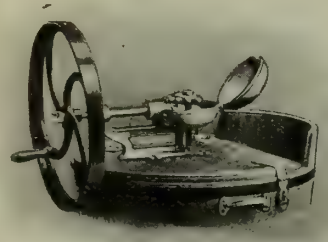
CANADIAN WORKS, 112 Adelaide Street East, TORONTO

"THE WINNER"

On Mondays and Every Other Day is Connor's Winner Rotary Washing Machine

The Winner Rotary is now made with roller-bearings around the main shaft. It runs remarkably easy. The dolly raises and lowers with each revolution. The new cog cover prevents all chance of accidents, and can be opened to show the simple and strong mechanism of this machine.

Let us send you some of our artistic transfer window signs of this machine.



J. H. CONNOR & SON, Limited

Manufacturers of Washing Machines and Pure Rubber Roll Wringers

Ottawa, - - Ontario

CANADA'S LEADING METAL POLISH

ROYAL

Liquid Metal Polish and Paste

ROYAL POLISHES CO.

MONTREAL

Ottawa: General Supply Co., of Canada, Ltd.
Winnipeg: H. W. Glassco & Co. Vancouver: Wm. Erichsen & Son
Halifax: I. C. Calder Sherbrooke: E. H. Bowen
And all dealers.

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**

Lachine, June 5, 1903.

The J. W. Harris Co., Limited, Montreal.

Dear Sirs,—Your system of ventilation installed in our Convent has given us absolute satisfaction.

Yours respectfully,

Sister Marie Pacifique, Gen. Eco.
Sisters of Ste. Anne.

Made by

The J. W. HARRIS CO., Limited

CONTRACTORS

Montreal

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.

No. 21. General Purpose Plow

We supply the following goods on consignment, freight prepaid:

Success Manure Spreaders
Walking Plows of every description
Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. Also supply at 6 months' dating: **"Leader" Scufflers**
Pulpers, Agricultural Wheelbarrows

These goods can be and are being profitably handled by many of the leading hardware men. We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*

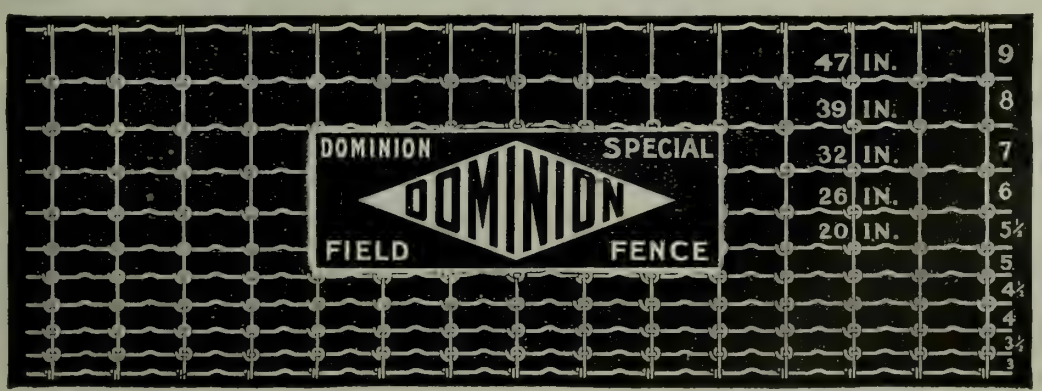
"The Latest and Best"—"DOMINION SPECIAL" FIELD FENCE

MADE FROM SPECIAL GALVANIZED HIGH CARBON WIRE
Drawn at Our Own Mill — Galvanized at Our Own Mill — Woven at Our Own Mill
FROM THE WIRE ROD TO THE FINISHED FENCE.

ENTIRELY "A CANADIAN PRODUCT"

JOBBERS should not fail to get into line at once and handle this fencing, your customers throughout the country will specify some fencing to complete their spring shipment of heavy goods. ***IT HELPS YOU IN MAKING UP A CAR.***

RETAILERS will find this a profitable line to stock. Ask your jobber for **"Dominion Special"**



CONSUMERS who want the best value in fencing should insist on their dealer supplying **"Dominion Special"**

DESIGN No. 1155

Our facilities for shipping in "MIXED CAR LOTS" are unexcelled. Some dealers being unable to take into stock a straight car of any one product can take advantage of this by placing their order for a carload containing Barb Wire, Galvanized Wire, Oiled Annealed Wire, Coiled Spring Wire, Fence Staples, Wire Nails, and "Dominion Special" Field Fencing.

Dominion Wire Manufacturing Co., Ltd., Montreal

THE BEST SELLERS IN CANADA

Because they are so handy—so easy to run—so hard to wear out. More

"FAVORITE" CHURNS

are sold in this country than any other make. Light but perfectly rigid angle-iron base, roller bearings; hand, foot or combination drive; axles BOLTED to the barrel, metal work aluminum painted OVER WHITE LEAD. These are some of the features that make this churn really the "Favorite." Eight sizes—to churn ½ to 30 gallons.

WRITE FOR BOOKLET AND PRICES.

DAVID MAXWELL & SONS, - ST. MARY'S, ONT.

Bartlett's Winding Gear

will operate a 50-foot AWNING with 20 lbs. winding strain.

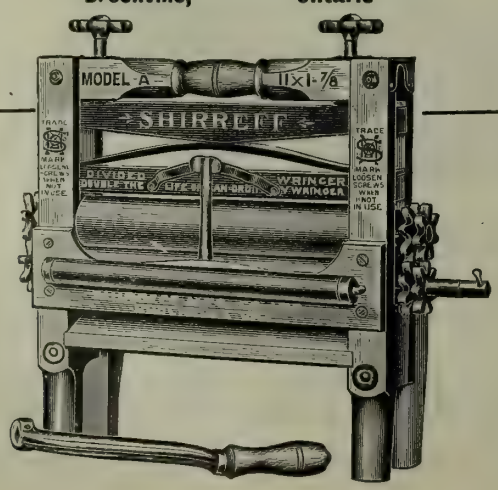
Why not get the best? Tell us your requirements and we will show you how to do it. : : :

William Bartlett & Son
20 Adelaide St. W. Toronto

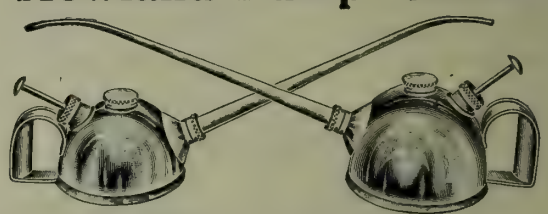
DOUBLE THE WEAR

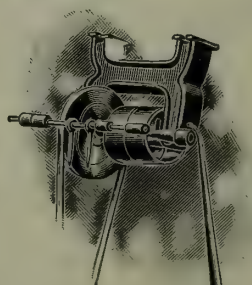
that's the argument that will enable you to sell SHIRREFF'S DIVIDED WRINGER before all others. A dividing bar in the centre causes the rubber rollers to wear evenly along their entire length. In ordinary wringers they wear in the centre only, and become useless in a short time. In Shirreff's Divided Wringer the rollers can't help lasting double the time.

THE SHIRREFF MANUFACTURING COMPANY
Limited
Brockville, - Ontario



Howland Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

Bone Cutters

This is a favorite size. We make other sizes, from

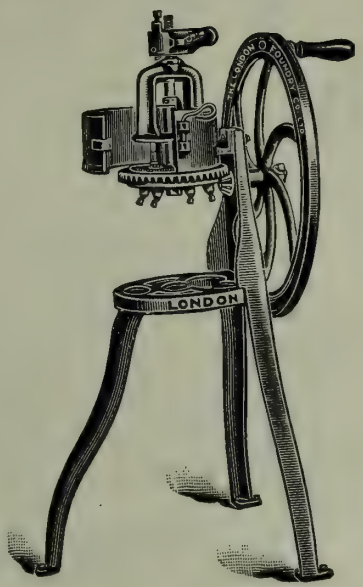
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



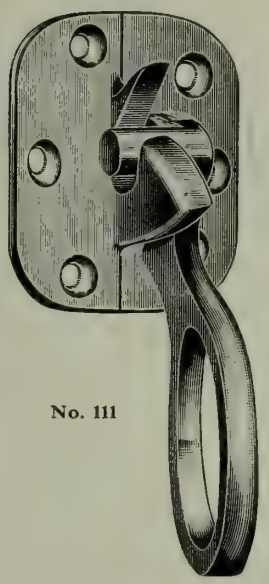
Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

Refrigerator Hardware



No. 111

No need to import Refrigerator Trimmings any longer.

We have already 50 distinct articles in this line, and others under way, to supply the requirements of the Canadian Trade.

We are ahead, and expect to stay there by making the goods at right prices.

Ask Mr. Jobber for them, or write us for particulars.

Brass and Steel Goods

Belleville, Ontario Limited

WIRE ROPE

Highest grade of hoisting rope made. Extra tensile strength for heavy work.

GREENING

USE GREENING'S ROPE GREASE FOR LUBRICATION

"ACME BRAND"

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. ***MONTREAL, QUE.***

MONEY FOR HARDWARE HUSTLERS

The hustling hardwareman who gets out among the building trade and books orders for structural steel can pick up some neat profits. We will quote you the closest prices for all kinds of structural steel and give you any information you need to help you to close business. There is money waiting for the hardware hustler in your town.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Ontario

The Burners Must Be Right

Every "Caloric" lower burner cup besides being deep, is made with an air-mixer, which latter section has nickel-plated cover for air adjustment. Upper face of burner, being corrugated, causes a current of air to pass between the corrugation and intermix with the gas. The air and gas are thus thoroughly blended before ignition takes place, which prevents the escape of gas.

Every burner automatically drilled, hence the uniform flame. The "Caloric" system stands for rigid gas economy, great velocity of flame, and safety of operation.

Save gas, save time, save anxiety for your customers—Get "Caloric."

—

You cannot afford to risk your reputation by risking your customers' investments.

They look to you for reliability, and you can look to us for the same.

"Caloric" Burners have been tested in every conceivable way, and there can now be no doubt that they are as near perfect as human hands can make them.

The Durability of the Oven was Point No. 1 in favor of your selling "Caloric" Gas Range.

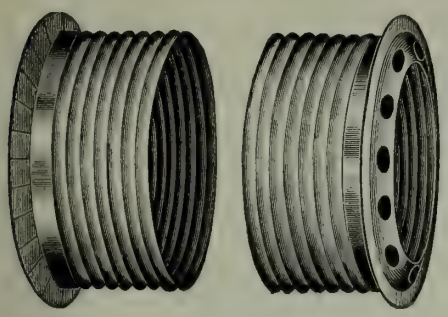
The Reliability of the Burners is Point No. 2.

McClary's

London **Toronto** **Montreal** **Winnipeg** **Vancouver**

St. John, N.B. **Hamilton** **Calgary**

O.K. Adjustable Thimbles



are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

Made In Canada For 24 Years

Some Metal Shingles are guaranteed to "last a lifetime," by firms which have been making Metal Goods only a few years.

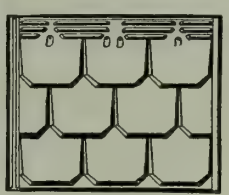
How can they know how long their shingles will wear?

"Perhaps" such shingles will last.

"Perhaps" they are lightning-proof and weather-proof.

You are the one who must take the chances.

There are no "perhaps" about



"EASTLAKE" METALLIC SHINGLES

ON THE ROOFS SINCE 1885

They have defied lightning and fire—resisted snow and rain—protected against leaks and rust—for 24 years. You buy certainty—not supposition—when you buy "Eastlake" Shingles. Because "Eastlake" Metallic Shingles have proved, by 24 years' wear on the roofs, that they are practically indestructible.

Don't buy "a pig in a poke." Don't take chances. Get "Eastlake" shingles, which are sold with a guarantee worth having.

Write for catalogue, which tells about the "Eastlake" side Lock, the new Cleat and other exclusive features, as well as explaining all about the Shingles themselves.

The Metallic Roofing Co., Limited

TORONTO Manufacturers **WINNIPEG**

Agents wanted in some districts. Write for particulars naming this paper.

56

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

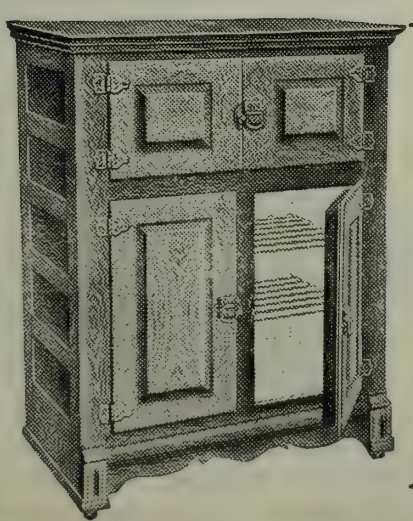
Slow Collections Cured

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!

The Beardwood Agency

313 New York Life Building - MONTREAL



OPALITE REFRIGERATORS

Beyond question our Opalite line of Refrigerators is the best ever produced in Canada. The lining, "Opalite" is a pure, milky white glass, seven-sixteenths of an inch in thickness, fitted rigidly into a two and a half inch pure frame. It is non-porous, and positively will not discolor. Odors never linger in an Opalite Refrigerator. They can be cleaned in a few moments by the mere application of a damp cloth. We make **Opalites** in **seven sizes**, each are handsomely cased and elegantly finished, with nickeled brass trimmings. Really, you ought to have our catalogue.

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Manufacturers, - GALT, Ont.

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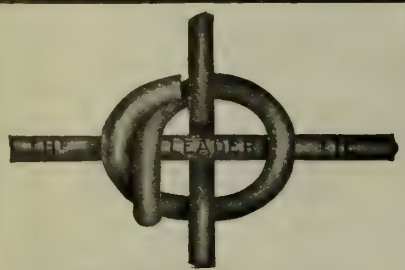

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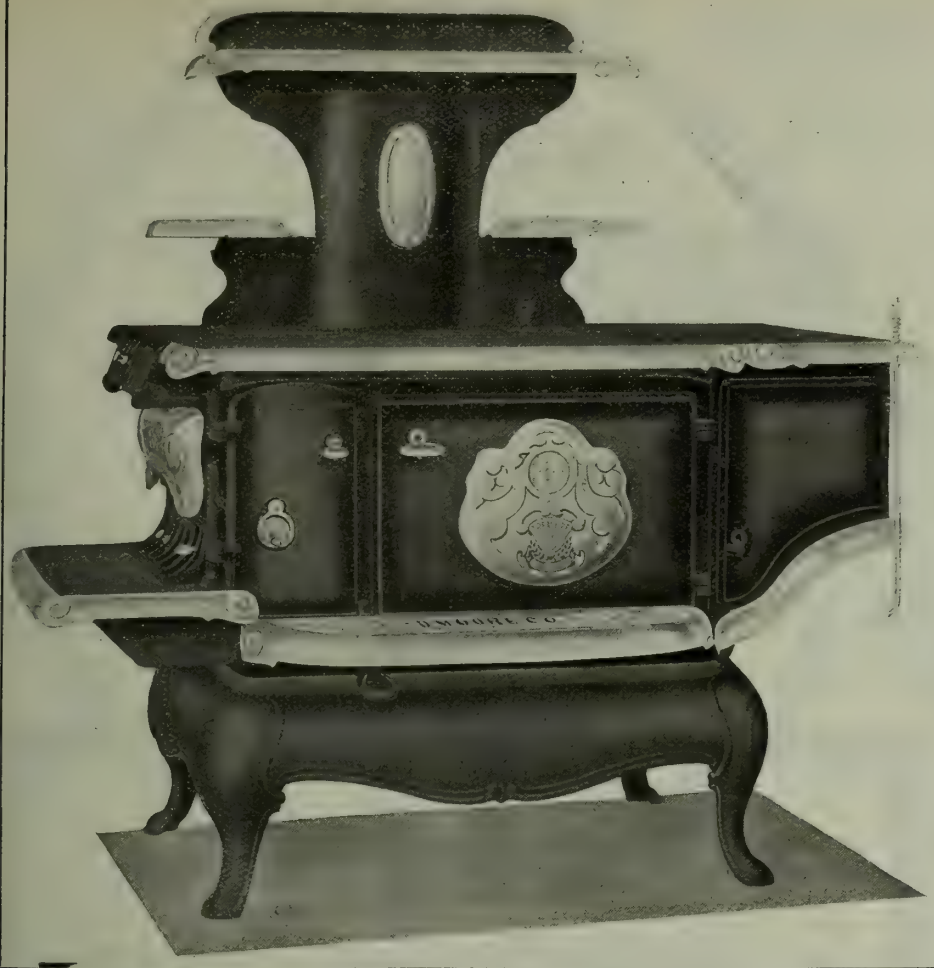

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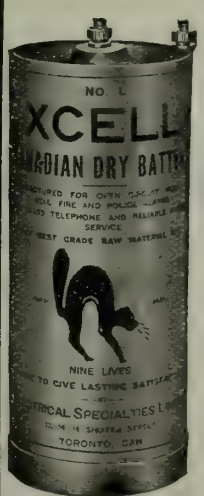

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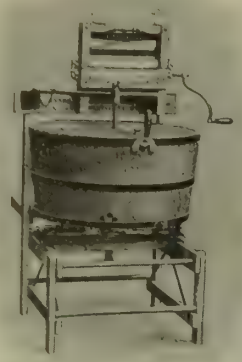

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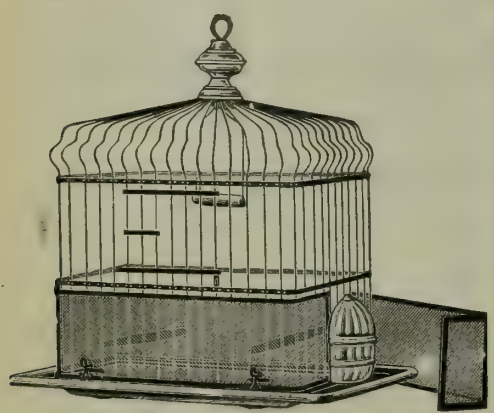

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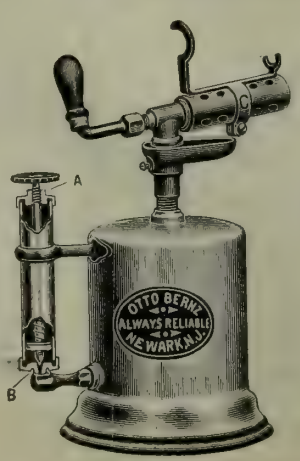

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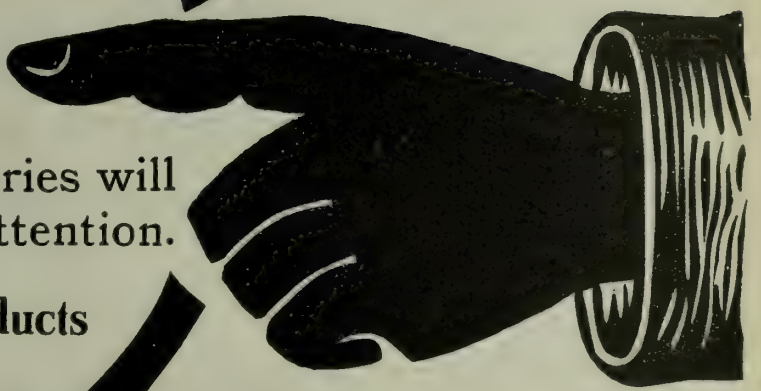

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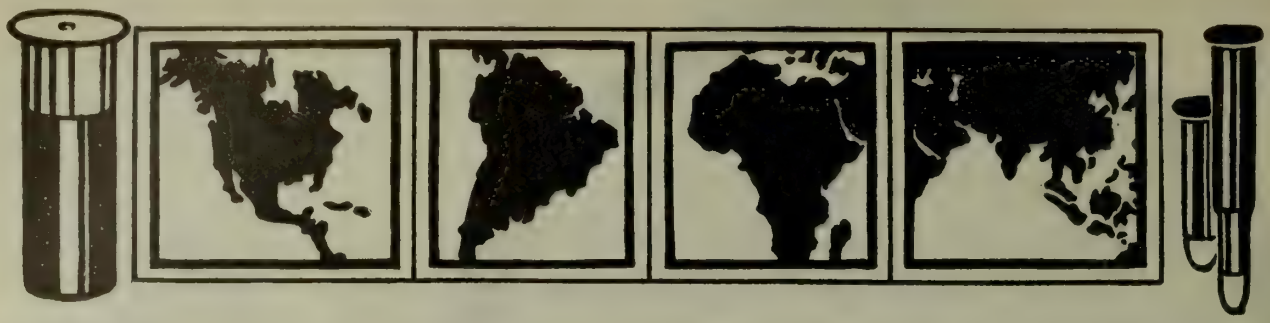

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(Ballistite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder.)

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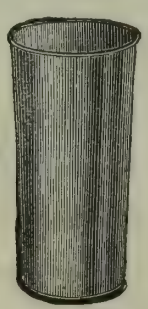

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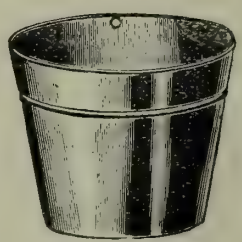

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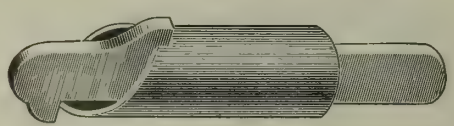

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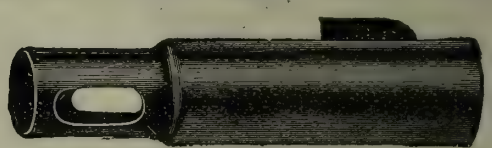

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THE KEMP MFG. CO. OF MONTREAL
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Successful Convention of Hardwaremen

Nearly Three Hundred Men Connected With the Hardware Trade Attend the Fourth Annual Convention of the Ontario Retail Hardware Association—Convention, Banquet, Exhibits and Factory Visits all Splendid Features.

Enthusiasm, earnestness, harmony and mutual confidence to a marked degree were characteristic of the fourth annual convention of the Ontario Retail Hardware and Stove Dealers' Association, which was held on Tuesday, Wednesday and Thursday of this week in Hamilton. The headquarters of the association were at the Waldorf Hotel, where every effort was made to make comfortable the large assemblage of retailers and representatives of manufacturing and jobbing concerns.

D. BROCKLEBANK, Arthur,

Elected President.

The attendance was large and representative, about 175 hardware dealers being present from all parts of the Province. The discussions were brief, spirited and helpful, being participated in by nearly all present.

The proceedings were never allowed to drag or become monotonous and the interest was sustained from the beginning until the close of the assembly. The keynote of the gathering was that retail hardware men should have more trust and confidence in one another and evince a less jealousy and fault finding with their competitors. The proposition to form either local or county associations, which have resulted in much good and prevented ruinous price cutting among dealers was heartily endorsed. From Ottawa, Barrie, Tillsonburg, and other towns, many evidences of the splendid effect and substantial benefits of such organizations were furnished. The growing strength and increase of membership of the Ontario association were forcibly brought out in the encouraging reports of the officers and the executive committee.

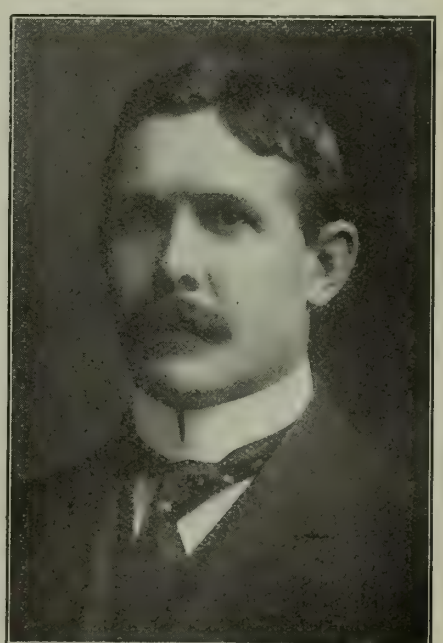
In a word, the convention was voted the most edifying and educative yet held. The feeling of confidence in its usefulness and upbuild was never as strong as it is to-day, nor the work which is ted by the trade. There have been large additions to the membership; the finances are in admirable shape; while the dealers themselves are demonstrating an esprit de corp and co-operative spirit that demonstrates the worth and stability of the association.

Among the features of the convention were the inspiring and stirring addresses of F. C. Lariviere, of Montreal, who was also in charge of the Question Box Department, of which full advantage was taken by the members.

DELEGATES PRESENT.

The following list of those in a tendance is as complete as it was possible to secure it, the crush making it difficult for all the members to enroll :

J. R. Hambly, Barrie, Ont.
W. G. Scott, Mount Forest.
A. Ballantyne, Brantford.
R. C. Chown, Belleville.
D. Brocklebank, Arthur.
Weston Wrigley, Toronto.
John Caslor, Toronto.
Chas. W. Conn, Tillsonburg.
Frank A. Taylor, Carleton Place.
F. C. Bishop, Norwich.
Fred W. Otton, Barrie.
D. A. Husband, Wallaceburg.
A. D. Armstrong, Bridgen.
J. W. Rork, Norwood.
W. F. MacPherson, Prescott.
S. B. McClung, Trenton.
W. G. Pow, Tillsonburg.
M. Zimmerman, Smithville.
J. R. Zimmerman, Smithville.
J. R. Folsetter, Ayr.
D. Mistele, Rodney.
M. McKillop, West Lorne.
J. W. Willoughby, Cookstown.
Albert Akitt, Creemore.
Jas. S. Allen, Burlington.
J. W. McDonald, North Bay.
Roy E. Carscallen, Dresden.
C. E. Wells, Dresden.
S. L. Adolph, Listowel.
Wm. House, Lindsay.
B. F. Ahrens, Hanover.
Peter D. Leisemer, Mildmay.
F. A. Hoar, Barrie.
H. D. Walker, Cobalt.
Herbert J. Penfold, Guelph.
S. R. Peart, Rockwood.
J. E. Harrison, Parkhill.
C. R. Bailes, Oshawa.
G. W. Lander & Co., Oshawa.
C. B. Miner, Cobden.
H. W. Bennett, Gananoque.
W. S. Parrish, Port Perry.
James D. Smith, Baysville.
G. B. VanBlaricom, Toronto.
V. D. McPherson, Woodville.
Adolph Henry, Orono.
Gerald McKeen, Orono.
W. J. McAllister, Kincardine.
D. A. Rankin, Ottawa.
James McGregor, Caledonia.
L. J. Hunt, Thorold.
G. F. Clark, Niagara Falls.
W. D. Dewar, Pembroke.
T. V. Ryan, Pembroke.
E. Brocklebank, Arthur.
W. J. Bell, Beeton.
R. J. Walkem, Tottenham.
John Douglas, Wroxeter.
W. H. Turnbull, Brantford.
Fred G. McBrien, Toronto.
Henry Yeigh, Brantford.
W. H. Richardson, Essex.
W. A. May, Creemore.
D. A. MacNab, Orillia.
W. McBrien, Toronto.
E. H. Sproule, Orangeville.
Albert Wideman, Markham.
W. A. Silvester, Stouffville.
A. E. Bottum, Bobcaygeon.
John Turnbull, Scotland.
J. E. Westcott, Ailsa Craig.
A. W. Humphries, Parkhill.
M. W. Howell, Goderich.
N. E. Eade, Aurora.
R. Phillips, Havelock.
Jos. Chalmers, Palmerston.
J. W. Peacock, Toronto.
John Rothaermal, Milverton.
J. W. Zavitz, Wallaceburg.
D. McGregor, Caledonia.
J. R. Myers, Stratford.
D. J. Hunter, Wiarton.
J. Dandie, Streetsville.
A. R. Dundas, Cobourg.
M. S. Madole, Napanee.



A. BALLANTYNE, Brantford,

1st Vice-President for 1909.

D. Cinnamon, Lindsay.
O. B. Henry, Drayton.
H. Lendon, Leamington.
W. J. Geddes, Embro.
Prince & Co., Toronto.
Geo. Matheson, Toronto.
H. J. Conn, St. Catharines.
W. B. Clifton, Alliston.
W. R. Carr, St. Marys.
Chas. W. Turnbull, Brantford.

R. M. Clements, Milton.
F. E. Coy, St. Catharines.
F. McPherson, Blyth.
J. S. Weichel, Elmira.
A. H. Gingerich, Woodstock.
H. L. Myers, Stratford.
M. E. Nixon, Milton.
J. H. Rowe, Dunnville.
W. Holborn, Sutton.
R. J. Bruce, West Toronto.

WESTON WRIGLEY, Toronto.

Re-elected Secretary.

C. E. Noble, Dundalk.
S. M. Burt, Toronto.
G. M. Chesney, Seaforth.
A. R. Bernhardt, Preston.
A. H. Blackmore, St. Catharines.
A. Hobbs, Elora.
F. W. Jeffery, Midland.
Ed. Jeffrey, Midland.
W. S. James, Niagara-on-Lake.
G. B. Robertson, Toronto.
E. Morgan, Delhi.
J. J. Metcalfe, Sherburne.
Jas. Sinclair, Paris.
N. M. Craig, Hamilton.
G. A. Binns, Newmarket.
F. A. Noden, West Toronto.
G. Hallitt, West Toronto.
W. H. Jones, Ingersoll.
D. Beeker, New Hamburg.
Robert Smith, Bolton.
E. W. Chard, Toronto.

TUESDAY AFTERNOON.

The gathering was called to order at 2.30 o'clock on Tuesday afternoon by President J. R. Hambly, of Barrie. He briefly stated the object, and expressed his pleasure that so large a number had made it a point to be present, and trusted that the deliberations of the association would be of great assistance to the members.

S. H. Alexander, representing the entertainment committee of Hamilton hardware jobbers and manufacturers was asked by the president to deliver a few words of welcome. "I am not extending anything like a formal welcome," said Mr. Alexander, "we will do that at the banquet on Wednesday evening. We are glad to have you here and feel highly honored that you accepted our invitation. We hope that you will have a good time, and that your gathering may be the most successful and instructive of any yet held. We also trust that when you go you will depart with the feeling that you were glad you came, and in conclusion allow me to say that we hope you will stay as long as possible, and that your visit may prove most enjoyable."

After the roll call and the adoption of the minutes of the last annual meeting the president read his report, which was referred to the committee on resolution.

PRESIDENT'S ADDRESS.

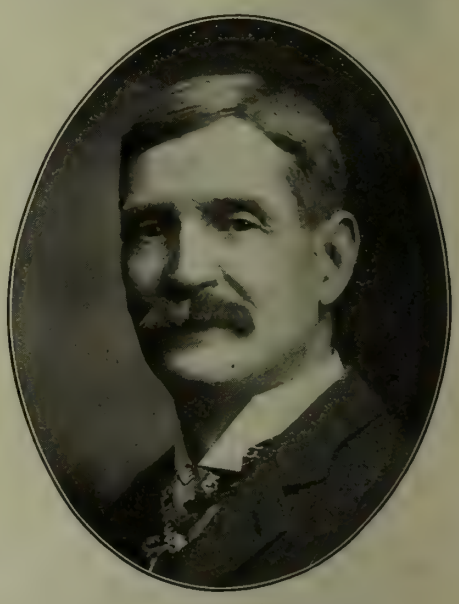
One cannot help but feel it an honor to be a member and preside over an organization that has made the advancement our association has. To be honored thus by honorable men proves a double honor. Realizing, therefore, the expression of your high esteem in making me your president last year, I resolved at that time to do my best. The time has passed quickly, and looking back over the past year I must acknowledge I feel I have done but little. Our association does not depend upon one man to run its affairs, and while a great deal is expected from our secretary, the officers will appreciate advice and suggestions from any of the members. You will always find the secretary well informed on everything pertaining to the association. As we look back to less than three years ago when a few of the retail merchants of Ontario met for the first time to consider organization, and realize the extent to which it has grown since then, it goes to prove that they are deriving direct benefits. I am sure it is very gratifying to the officers, and especially to our secretary, who has done so much to make this convention a success, but we must remember no two beings have been endowed or created alike; no two minds act or respond alike. If we could get every hardwareman in Ontario to realize this he would be anxious to become a member of this organization. Every retail hardwareman has received a benefit from the association's work, and if he is not a member he is getting something that he has not paid for.

During the past year the representatives of the jobbers have become very much interested in our association. They, along with the jobbers and the manufacturers, realize we are here to stay in order to look after our own rights. I do not hesitate to state, on account of the existence of our association, that a more friendly feeling exists to-day between the retailer, and the jobbers and manufacturers. They realize the fact that meeting together and exchanging ideas makes us better business men and better qualified to conduct our businesses on a proper basis. The more carefully we study our business and endeavor to conduct it on a proper basis, the more we are impressed not only with the dignity it bears but its tendency to educate and elevate.

There is no sense in the theory that two men in the same line of business should be unfriendly; there are many sound reasons why they should be friendly, and our association has been the means of creating a friendship between our fellow hardwaremen that could not have been brought about in any other way. The good will of our fellow business associates should be just as desirable as the good will of our customers and friends. We will always find some who believe that competition must be a war of hatred between man and man. We, as members of this association, know differently and in meeting from time to time and becoming better acquainted, we learn that the other fellow is just as good as we are, and he will learn that you are just the same, but that both of you have been a long time in finding it out in some cases.

Among the many dealers in merchandise, the hardwareman is the most honorable in many respects, as he is the last one to encroach upon other lines. We see to-day dry goods stores, grocery stores and others with hardware upon their shelves; we often find wholesale dry goods stores offering certain lines of hardware for sale. Only a few days ago I was in a clothing store and was surprised to see on sale a line of safety razors, shaving soaps and brushes, enclosed in a silent salesman surmounted with collars, cuffs and ties. Just imagine what a dress suit would look like in a hardware store surrounded with chisels, saws, planes and other tools. Our competition would think we were fit subjects for an asylum. Have we not just as good a right to think the same of them?

How are we to overcome this competition? By becoming better acquainted with one another and working together; hardware merchants in the same town buying goods together, and if possible find out where the goods are manufactured and supplied to merchants outside



JOHN CASLOR, Toronto,

Re-elected Treasurer.

the hardware trade. I care not who the manufacturer or wholesale house is that will cater to this class of trade. Should not we, as hardware merchants, be true to the jobbers and manufacturers that are true to us? We must not try to meet this class of trade with cheap goods, but talk quality, emphasize worth, cut loose from cheap, trashy goods. Profit lies in selling good goods, and it will

J. R. HAMBLY, Barrie,

Retiring President.

build up a reputation that will be lasting, and will have a tendency to show to the community in which we reside, that we are above selling goods that will not give value for the amount invested. This class of trade will be remembered and appreciated by the better class of customers.

Your treasurer and myself had the pleasure of visiting the Michigan Retail Hardware Association at Detroit last August when we were received very kindly by the officers and members of that association, especially by Mr. Porter A. Wright, the gentleman who attended our convention last year. They gave us a good time and we feel that we were benefitted by the visit. They had a number of excellent addresses from members of other hardware associations on such topics as "Financing, Salesmanship, Stocktaking, Advertising, Insurance," and a number of other subjects. The one in which we were the most interested was the Mutual Insurance, but of this you will hear more during this convention.

Ninety per cent. of the representatives of the jobbers and manufacturers are honorary members of the Hardware Association in the United States and take an active interest in helping to make the association a success. Under no consideration would they think of shutting the association doors against these gentlemen. I hope, before this convention closes, you will decide to accept as honorary members any hardware travelers who may desire to become members. These gentlemen, from the very nature of their duties, should be a prolific source of increasing our membership, and I therefore trust you will decide to admit them.

I hope that all who attend our convention this year will be repaid, not only for the enjoyment of what will be provided by the wholesale merchants and manufacturers, but also that they will derive such benefits that will enable them to be better fitted for their calling in life.

Let us not forget the exhibits of the different manufacturers and jobbers. No doubt they have been an inducement to many who are not members to attend this convention. We must not overlook the fact that we are deriving benefits from these exhibits, but the manufacturers and jobbers have gone to considerable trouble and expense to display their wares, and I hope that we, as members of this association, will show our appreciation of their efforts by examining their displays and expressing our sympathy with their undertaking by purchasing from them when requiring anything in their lines.

Secretary Wrigley then read the report of the executive committee, which was also referred to the committee on resolutions.

EXECUTIVE COMMITTEE'S REPORT.

Your Executive Committee report as follows regarding the various matters receiving their attention during the past year.

Collection Department.

About 110 members are now using the letters supplied by this department of our Association and it is doing much towards making the Association strong with the trade throughout the Province. During the year the form letters have been strengthened, arrangements having been made with a prominent firm of lawyers to allow the use of their name on the letters as well as to agree to send a third letter on their legal letter-head for a fee of 25c per letter.

Mutual Fire Insurance.

A proposition made by a firm of insurance brokers was considered unfavorably by your committee. Later on an offer was received from the Wisconsin Retail Hardware Mutual Fire Insurance Co., that our secretary act as their agent in Ontario, insurance to be accepted at regular tariff rates and a rebate of from 40 to 50 per cent. of the premium to be paid each insurer through the secretary. Legal advice was taken and it was found to be illegal for secretary or anyone to act as agent for or assist in any way a foreign Mutual Fire Insurance Co.

We recommend that the Executive for 1909 be instructed to ask G. C. Wilson, M.P.P., Dundas, to introduce an amendment to the Ontario Insurance Act in the Ontario Legislature, making it possible for our Association to form a Mutual Fire Insurance Co. along the same lines as the successful hardware mutual companies in the United States.

Cartage Charges.

Early last year this matter was placed in the hands of J. W. Curry, K.C., Toronto, to bring before the Railway Commission. Later on a sub-committee of your Executive interviewed the wholesale Hardware Association on the subject. The wholesalers passed a resolution instructing a committee to work in harmony with our Association in asking the Railway Commission to include all cartage in freight charges.

Mr. Curry was then instructed to ask the Railway Commission to (1) abolish the special charge for cartage and include it in the freight rate or failing that to (2) issue an order instructing shippers to pay cartage at point of shipment. Mr. Curry replied that in his opinion the Railway Commission would not consider either proposition but would rule the matter as outside their jurisdiction as a matter to be settled between buyer and seller.

Your Committee recommend that the matter be laid on the table until such time as the Association deems itself strong enough to take the matter up and carry it to a successful issue.

Legislation.

Our request that the Division Court Act be amended to allow for the collection of accounts under $25.00 by garnishment was considered by Attorney-General Foy and the Ontario Govern-

R. C. CHOWN, Belleville,

Re-elected to Executive.

ment, but the influence of a deputation representing hundreds of bailiffs, etc., protesting against any change, caused the Government to withhold action. It is hoped that the amendment will be adopted during the coming session of the legislature.

Protest was entered against the passage of the Co-operative Act by the Dominion Parliament. The Retail Merchants Association also made a fight against this legislation, and largely as a result of their protest the Senate killed the bill.

Your executive held a conference with the Executive of the Retail Merchants' Association last September to consider

J. W. PEACOCK, Toronto,

Re-elected Auditor.

means of working together on matters of legislation, but it was found impossible to reach any agreement.

White Lead Marking.

The manufacturers of White Lead have considered our request that the marking of second grade lead as "No. 1" be discontinued but they have taken no action. We recommend the passage of a strong resolution by the convention, the incoming executive to pass the same on to the White Lead section of the Manufacturers' Association.

Trade Grievances.

A number of complaints received from members against jobbers and manufacturers selling to consumers without protecting the trade, were received and acted upon by your committee.

Organization.

The Association is steadily growing in membership and prestige but the bulk of the work falls upon the secretary. We urge therefore that the members endeavor to interest their neighboring hardwaremen in the Association and recommend that two handsome suit-cases be presented at the next convention to the member and the traveling salesman who secure the most members during the coming year.

We recommend that the new executive outline a plan of organizing local and district Associations throughout the province. Mr. Rankin, of Ottawa, and Mr. Howell of Goderich, might explain their experiences with district Associations.

We also recommend the adoption of an amendment of the constitution admitting traveling salesmen as honorary members in our Association for an annual fee of one dollar ($1.00).

Convention Programme.

Your Executive Committee recommend the adoption of the regular order of business with the following addition:

"Under unfinished business."

A resolution committee of five be named to deal with the recommendations in this report, and

A nomination committee of five be named to make recommendations regarding the officers to be elected for the coming year.

We also recommend the adoption of the draft programme published in Hardware and Metal with the following additions:

That a group photo be taken in front of the Waldorf Hotel at 12 o'clock Wednesday.

That Fred Lariviere, Montreal, take charge of the "question box" on Tuesday night and Thursday afternoon.

That the invitation of Stanley Mills to visit his "Made in Hamilton" show, be accepted, the members to go at their convenience.

And that the Thursday afternoon session be devoted to addresses, etc., up to 3 p.m. with the "Question Box" taking up the balance of the afternoon.

The next statement presented was that of the treasurer, which was read by John Caslor, Toronto.

FINANCIAL STATEMENT FOR 1908

Secretary's Report.

Receipts—	
Membership fees	$356.00
Collection department	50.50
Total	$406.50
Disbursements—	
Paid to treasurer	$406.50

Treasurer's Report.

Receipts—	
To cash balance, Dec. 31, 1907	$ 73.26
Received from secretary	406.50
Total	$479.76
Disbursements—	
By secretary's office expenses.	$ 90.80
" executive traveling	125.10
" job printing	69.75
" honorarium to secretary..	50.00
" convention expenses	25.00
" legal advice	5.00
Total	$365.65
Cash on hand, Dec. 31, 1908....	$114.11

Standing of Association.

Assets—	
To cash on hand, Dec. 31, 1908	$114.11
" saleable stock on hand	24.00
	$138.11
Liabilities—	
None.	

Audited and found correct, Jan. 25, 1909.

C. F. MOORHOUSE,
J. W. PEACOCK,
Auditors.

Following up the financial statement the secretary gave the information that up to Feb. 8, the opening of the convention, the receipts had amounted to $430, about $25 over the total receipts for all of 1908. And it was likely that the receipts at the convention would amount to between $200 or $300 more.

The secretary's report was also submitted by Weston Wrigley, and was as follows:

SECRETARY'S REPORT.

As time will be limited the secretary will endeavor to make his report brief and to the point. The best proof that the association is growing in membership and prestige is the greatly increased attendance at this convention and the affiliation of an increasing number of successful firms in the larger towns and cities.

In spite of a year of depression and with absolutely no money spent for organization purposes, we are able to report a satisfactory increase in membership and an increased balance in the association's treasury. The membership too, seems well satisfied and there is undoubtedly a better feeling existing amongst the retail trade in Ontario than ever before as a result of the work of our association.

The collection department has proven very useful to a large number of our members and our annual conventions are becoming deservedly popular, and intelligent men in the trade realizing the advantage of meeting together annually to discuss trade problems with the men

J. W. PEART, St. Mary's,

Re-elected on Executive.

in their own line of activity. Only a beginning has been made, however, as in other directions there is important work the association can do.

What is good provincially is good locally and the success of the fine local

associations in Ottawa, Barrie and other places should encourage the formation of other local and district associations, particularly in New Ontario. Apart from price arrangements, which the laws prevent our association from touching, much valuable work can be done in local organizations.

The coming year ought to see something accomplished as a result of our

D. Cinnamon, Lindsay,

Re-elected to Executive.

investigations of the problem of mutual fire insurance. Present provincial laws allow the formation of farm mutual companies, but prevent "mercantile and manufacturing" companies from being formed except upon a payment of a $10,000 deposit. Your secretary has been assured that if our association approaches the Legislature with the request that the words "mercantile and manufacturing" be struck out of Section 4, Chapter 36, of the Ontario Insurance Act, that we can count upon the active support of the mutual insurance companies organized by the Canadian Manufacturers' Association.

Action should be taken at this convention to recognize the action of the Canadian Wholesale Hardware Association in appointing a standing committee to deal with matters concerning both jobbers and retailers. Such a joint committee has done valuable work for the trade as a whole in the United States, and if the step is approved and a joint committee permanently appointed by both associations, similar good results should be obtained for the trade in Canada.

Your treasurer and secretary attended the New York State Retail Hardware Association convention at Buffalo last February and were treated courteously by the officers of that association. Some valuable information was gathered regarding the exhibit feature at conventions as well as on other subjects of interest to our association.

The increased confidence shown in our association by all branches of the trade is making easier the work of your executive officers, though the work of the secretary's office is necessarily increasing in volume. The ready cooperation given by the other officers, the friendly assistance of the travelers in saying kind words of our association and the larger number of members who are endeavoring to bring other firms into the fold are all appreciated by the secretary, helping, as they do, to make his work more pleasant.

WESTON WRIGLEY.

DISCUSSION ON REPORTS.

After the reference of the reports to the resolutions committee a general discussion followed on some matters referred to in them, particularly the question of forming local associations in order to bring about a better feeling among dealers in the various towns of the Province, and to guard against price cutting. President Hambly said that they had a good local organization in Barrie, of which all the hardware dealers in that town were members. Two of his competitors were present, and he would like to hear from them on what they thought of the organization.

F. A. Hoar, Barrie, said the four retailers in that town were on friendly terms and that through their local association there was no price cutting. They met from time to time and discussed matters of mutual interest. The local association was doing a good work and the relation of the dealers was in every way satisfactory.

F. W. Otton remarked that the Barrie hardwaremen got along peacefully and held an annual meeting to arrange several matters of interest. They had kept together and were the best of friends. By means of the association they were enabled to sell goods at a fair profit, and they had confidence in one another. Reports were often brought to their ears by customers about a competitor selling cheaper, but on investigation these rumors were found not to be true.

Mr. Wrigley said that there were 19 hardware stores in Ottawa and that in August last, when he visited that city. 16 were in the local association. A traveler had told him that the Ottawa dealers carried over fewer lines from season to season than in any other place that he knew of. If a retailer was short on one line he sounded a retailer near him before placing an order and by this means stocks were kept well in hand. He would like to hear from W. A. Rankin, who was instrumental in forming the association.

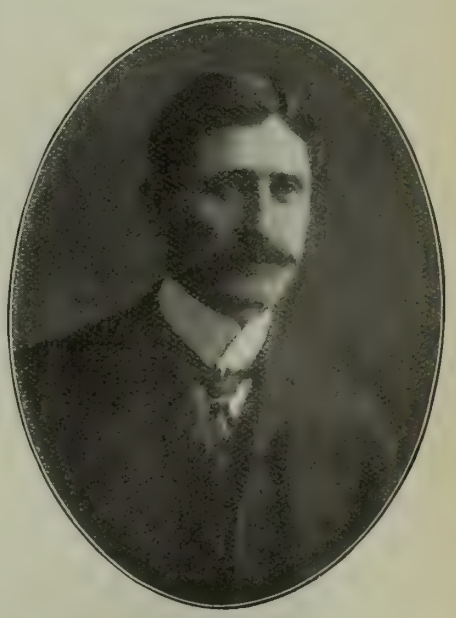
Mr. Rankin told of the work of the Ottawa association, and how it originated. The contractors had formed an association composed of carpenters and builders to whom mill owners gave three per cent. for cash, as well as five per cent. to those who were members of the association. The hardware dealers had received a letter of the secretary of the Contractors' Association, asking for a special rebate of five per cent. to the members of their association only. The result had been that a meeting of the hardware men had been called and it was decided to discuss the question of a discount with the builders, which request was refused. The outcome was the formation of the Ottawa Retail Hardware Association, which had got along very well. A little price cutting prevailed, but it did not amount to a great deal. "If a customer comes in the store and says that he can buy an article for less from another dealer we tell them they had better go there," observed Mr. Rankin. The result has been very little loss. Prices on nails and paper had also been arranged. The association got along very well and had resulted in stocks being kept down to a reasonable limit. If one dealer was out of a certain line he would go to another and would be accommodated, and by this feeling of friendship much benefit had resulted.

Another member said that he would like to see the hardware dealers in his town get together. "Personally," he remarked, "I have a good word for every one, no matter whether he is a negro or a Newfoundland dog. If he wags his tail I will give him a welcome. Strange to say, when I meet some of the dealers in my own town I do not know them, nor do they know me, although two of them live on the same street as I do, and I have been in business for several years."

Mr. Rankin thought that the member should make the first move toward speaking to his competitor.

W. F. McPherson, of Prescott, said it was pretty hard to make the advance which might be regarded as an offence or a sign of weakness. It was difficult for a local dealer to equalize matters, especially if one man was a much larger dealer than the other.

A. D. Armstrong, of Brigden, said that if the dealers in his town formed



W. G. SCOTT, Mt. Forest,

Retiring from the Executive.

an association customers would think they had got together to boost prices, which was, of course, a mistaken idea. A local association to be successful must embrace every dealer. He favored the formation of county associations

which, if properly managed, could not help but be a benefit to all concerned.

Mr. Smith, of Bolton, thought it a good thing to form local associations. Generally it was not the larger dealers who cut prices, but the little fellows.

Fred. G. McBrien, Toronto, told of his experience when he opened a business in builders' hardware. He believed the association should direct its ener-

J. R. McMILLAN, Guelph,
Retiring from Executive.

gies toward making wholesalers adhere strictly to their own line and the retailer do the same. If a jobbing house was running a retail business and selling to the consumer in competition with the retail trade, it should not be allowed.

John Caslor, Toronto, expressed the opinion that it was pretty hard for one merchant to go to another and urge the formation of a local association as he might be told by the opposition dealer to mind his own business. He said that an outsider could bring together local dealers much better than anyone else, and he instanced Galt as an example, where he thought an association might be formed by an officer of the Ontario association, but no local dealer cared to take the initiative.

F. C. Lariviere thought that it would be a good idea if an officer of the Ontario association came to the town and after inviting all the local hardware men to dinner and getting them in a friendly spirit then launch the proposition of a local organization.

A. Ballantyne, Brantford, said there were two ways to increase the membership; one by raising the fee and employing a man who would devote his whole time to the work and go out among the trade; the other by means of the travelers of the wholesale houses. The question at present was whether it was advisable to raise the present fee.

A. W. Humphries, Parkhill, said there was three hardware stores in his town and if they found a customer trying to bother them about prices they used the telephone to ascertain if the story told them was true. The result was that they generally found out the farmer was not telling the truth. The Parkhill dealers had a friendly feeling among them. Their experience had been that more confidence should be placed in a competitor and less in a farmer, who would often tell a lie for a very few cents. "Trust your own people and believe the men in your line before you take the word of an average customer," was the concluding remarks of Mr. Humphries.

J. W. Harrison, Parkhill, endorsed what Mr. Humphries had said. He believed that dealers did not have faith enough in their own people. It was far more profitable to be on a friendly footing. Competition from outside stores had affected them very little last year. His experience had been that a hardwareman might better attend to his own customers and his own business rather than looking around to find fault with his competitors. Those wholesalers and manufacturers who sold to builders, farmers and others, when found out by the retail trade should be brought to time and made to understand that if they wanted business through the retailer they must stick by him.

Mr. Humphries told of a builder in his town who had the words "hardware dealer" placed on his letter paper in order to obtain wholesale prices for what hardware he used in construction work. The result was that they had cut him out altogether.

W. G. Scott, Mount Forest, said that he had done all he could to increase the membership of the association, but he thought any efforts along that line could be more effectively done so far as forming local associations was concerned by a permanently paid employee of the association which he hoped would so grow in strength and membership that it would bring wholesalers, who did not stick by the retail trade, to account. If jobbers were convinced that if they desired to do business with retailers they must stick by the retailers or else would receive no business, they would soon cease the practice.

S. L. Adolph, Listowel, said the hardware stores in his town were all on friendly terms and so far as price cutting was concerned there was no trouble. More trouble was experienced from little stores outside, who paid small rents, than from competition at home. He related his experience in relation to a roofing contract which he had almost closed when a traveler came along, cut the price to the farmer, and yet turned around and wanted to sell the speaker some goods.

A. E. Bottom, of Bobcaygeon, said he was the only dealer in his line in that village and, owing to the lack of confidence on the part of outside dealers, especially in Lindsay, he found that they had been slashing prices. They were selling rifles for instance on which they were not making a cent.

Charles W. Conn, Tillsonburg, stated they had formed an association there, and prices had been fairly well maintained. A hardware dealer should have more confidence in the other fellow and his honesty.

J. W. Rork, Norwood, referred to his experience in the line of metal roofing selling which had not been very satisfactory from his standpoint.

M. Zimmerman, Smithville, believed that he found the manufacturers allowed the dealer too little profit to bother with it. The makers sold almost as cheap to any consumer as to the dealer.

D. Brocklebank, Arthur, declared that metal roofing, oil, nails, glass, etc., were all being cut into by outsiders and the retail trade should bring some of the jobbers to time. The hardware men had lost the blacksmith trade and they would lose the builders' and glass trade the same way if they did not make an effort to hold them. He favored the admission of travelers as members of the association, and supported the plan of a mutual insurance company.

M. W. Howell, Goderich, found that dealers had not as much faith in one another as they should.

D. Mistele, Rodney, related how a competitor had made arrangements as to fair prices on goods and then had broken the agreement. At first he would not believe it but investigation proved it to be true. Since then the speaker said he had sold at what prices that he thought was right, uninfluenced by his competitor.

F. W. Jeffery, Midland, strongly believed in organization and the strength of the association should be increased. If the dealers did not look out the builders' trade was going to leave them. It was getting harder every year to secure this trade.

After this general expression of opinion under the head of unfinished business the convention went on with the election of the resolutions committee.

Committees Elected.

Nominations for the resolutions committee resulted in the following being elected: D. A. Rankin, Ottawa; E. Brocklebank, junior, Arthur; S. L. Adolph, Listowel, Frank Taylor, Carleton Place, and Mr. Bailes, Oshawa.

FRED. C. LARIVIERE, Montreal,
Who Handled the "Question Box."

The nominations committee selected were: J. S. Willoughby, Cookstown; W. D. McPherson, Prescott; F. A. Hoar, Barrie; J. E. Westcott, Ailsa Craig; F. W. Jeffery, Midland, and H. W. Bennett, Gananoque.

It was suggested that the Nominating Committee in making its report distri-

bute the officers in such a way that all parts of the province be represented and that in the interests of economy the executive officers be selected from places within easy reach of Toronto. The convention adjourned at 5.30 p.m.

TUESDAY EVENING.

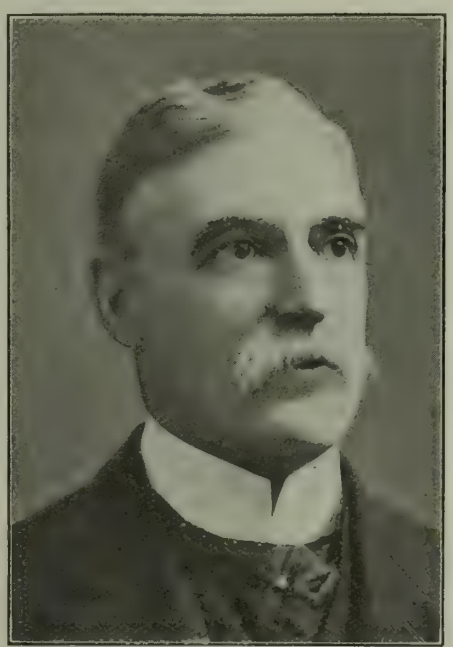
At the evening meeting two excellent addresses were delivered and the question box was a profitable part of the proceedings. This was in charge of F. C. Lariviere, and the views of many members were expressed.

Mr. Munro's Address.

The first speaker was Robert Munro, Montreal, managing director of the Canada Paint Co. He thanked the gathering for the honor conferred upon him in asking him to address them. He was pleased to see so many present. Conventions were useful from the standpoint of good fellowship and uniformity of action along certain lines. He had been asked to speak on "Why mixed paints were more profitable to handle than lead and oil." Both lines were profitable, but mixed paints were the more so. He referred to the time when mixed paints were made only by the painter and the dealer, and it was because the people wanted this kind of paint that the manufacture of them had been started. The prejudice was slow to overcome, but no dealer would think of doing what would take ten mniutes when it could now be done in ten seconds. Mr. Munro recalled the time in 1876 when he introduced the iron keg which was used in thousands in the white lead business now instead of wooden kegs. There was more tonnage of mixed paints sold in Canada than the tonnage of white lead, and the increase was growing rapidly. The industry is not now confined to one or two metals—zinc and lead. He spoke of the demonstration in favor of the pure article, and the legislation that had been secured to that end. No mechanical process would be laid down definitely. There were different processes. He preferred the Dutch. His firm had six different processes. Chalking leads were often said not to be pure, but there was more durability in some than in others. This was due to the coloring matter. Conditions required study in detail to determine results—moisture, the sun, resinousness, etc. The chief reason mixed paints are a success is of the value of the vehicles and the great skill with which the vehicles are used. The vehicle has to be hard and dry and elastic. Taken as a whole, mixed paints had been a success. In Canada we have good vehicles —nothing cheap or trashy. Canada grows the best flax seed in the world, that in the Northwest being unsurpassed. Canada, too, is now growing all the flax that was required, and any crusher had a right to give an oil clean and bright and strong, such as did not come from the English markets. Canadian makers gave a good article on the whole. Paint was used here universally and Canadians were able to use them because the manufacturers supplied them with a good, reliable article that was useful, and thus the business admitted of much extension. Artists might feel that makers are discounting their skill, and, therefore, did not readily adopt mixed paints. The painting trade was, however, adopting them, and the prejudice was being broken down. With every confidence the dealers could look forward to handling mixed paints with greater profit than lead and oil, because the people wanted them and the manufacturers were endeavoring to meet those wants and the growing demand.

Discussion on Paint.

A member asked why certain floor paints washed off the kitchen floor. It was stated in reply that a woman often used lye and oil in washing the floor. It was also stated that better results would be brought out if the contents were shaken in the can and not stirred by a stick. Turpentine and oil should not be added as the paints, generally speaking, were all right when prepared by the manufacturers. One reason why paints pealed was because the floor was often not sufficiently dry. In thinning paints it was stated by a member that oil should be used in preference to turpentine, but another dealer declared that turpentine was preferable. The concensus of opinion appeared to be that mixed paints should not be tampered with in any way.



ROBT. HOBSON, HAMILTON,

General Manager Hamilton Steel & Iron Co., and President Canadian Manufacturers' Assn., who made an Ideal Toastmaster at the Banquet.

Mr. Lariviere's Address.

Mr. Lariviere then read an excellent paper on "How to Conduct a Retail Hardware Business," which was thoroughly appreciated by the members. The paper, owing to lack of space, is held over until next week, when it will be published by Hardware and Metal in full.

The question box conducted by Mr. Lariviere concluded a profitable session. The various queries and answers will appear in the next issue.

WEDNESDAY MORNING.

The members of the association spent the morning in visiting the extensive plants of the B. Greening Co., the Canada Screw Company, and the wholesale warehouse of Wood, Vallance & Co. Special cars were provided for all and at the various places visited the hardwaremen were shown every courtesy and attention. Their trip proved to be of much benefit and instruction. The practical acquaintance with the making of all kinds of wire products which they handled afforded an object lesson not soon to be forgotten.

WEDNESDAY AFTERNOON.

At the afternoon session the various committees on resolutions reported.

The clauses referring to the collection of accounts and Mutual Fire Insurance Co., were adopted.

Cartage Charges Again.

The clause referring to cartage charges was not concurred in a substitute being adopted by a standing vote that the Association collectively, and the members individually, continue to demand the discontinuance of charging cartage at shipping end, the secretary to notify the Wholesale Hardware Association and secure a supply of rubber stamps with the wording, "We will pay the cartage at this end and we will hold you responsible at your end," the stamp to be used on all order forms or letters, in which orders are enclosed. This discussion brought forth an animated discussion.

M. S. Madole, of Napanee, said that cartage had cost him $100 a year, and if the convention accomplished no more than banishing this unjust charge they would have done a great deal.

President Hambly said that the dealer having to pay cartage at both ends was unjust; if the Association ceased playing with this question, and were backed up by the trade they could succeed in abolishing the charge.

Another member thought a letter should be sent by each dealer. This would prepare the way for the rubber stamp and still another thought they should act individually with the jobbers before taking up the matter collectively.

A. W. Humphries, Parkhill, hoped the agitation would be successful. He favored the rubber stamp idea.

D. Cinnamon, of Lindsay, suggested that rather than an individual taking it up the secretary on behalf of the Association should first notify all the jobbers.

Another member believed they would in the end have to pay the cartage as it would be added on to the freight by the wholesalers. Still another said he had printed "we do not pay cartage at

the point of shipping" and the wholesalers had granted it.

The committee recommended that the executive take steps to secure a reduction of the cost of collecting small accounts under $10. An amendment being suggested that such accounts be collectable before magistrates.

The clauses referring to white lead marking and the increase of membership were adopted.

Travelers as Members.

The recommendation as to including travelers in the membership of the Association at a fee of $1 per year, the travelers being permitted to attend only the open sessions, also called forth a lively debate.

President Hambly said that the travelers were the best friends that the dealers had. If a dealer secured any favors it was through the travelers and not from the house. He never went to the cities to buy goods as he could do better through the travelers who could often place a hardware man next to a good thing.

Another member declared the proposal was simply holding up the traveler in asking him for $1. The traveler would regard the request the same as a dealer did a person calling at his store to sell tickets at twenty-five cents each.

A western member said the retailer's truest friend was the traveler, and the Association should extend him all the privileges possible,, so long as the dealers did not have to pay for it.

The resolution was finally adopted by a standing vote.

The New Officers.

The report of the nominating committee was next read by the chairman, J. S. Willoughby.

President, D. Brocklebank, Arthur.

First Vice-President, A. Ballantyne, Brantford.

Second Vice-President, M. S. Madole, Napanee.

Treasurer, John Caslor, Toronto.

Secretary, Weston Wrigley, Toronto.

Executive, J. R. Hambly, Barrie, J. W. Peart, St. Mary's, R. C. Chown, Belleville, D. Cinnamon, Lindsay, H. A. Morgan, Peterboro, and W. Weichel, Elmira.

Auditors, J. W. Peacock, Toronto, and W. J. Bruce, West Toronto.

The report was adopted.

The retiring president, Mr. Hambly, then thanked the members for their kindness and appreciation of his labors during the past year. He would never forget the assistance given him by the members.

The new President, Mr. Brocklebank, was cordially greeted on taking the chair. He paid a warm tribute to his predecessor. He was deeply appreciative of the honor and asked for the co-operation of all. Everyone could assist in many ways. The retail hardware men were the best educating medium to the farmer of this country. The latter had confidence in the hardware dealer and, as great deal was expected of trade he hoped the members would give every help to the executive officers. The past year had been the best in the history of the association and there had been an able executive. He trusted that at the end of his year of office they could show the same satisfactory results as the retiring president and executive had brought about.

Next Year's Meeting.

During the afternoon session a telegram was read from Robert Munro, Managing Director of the Canada Paint Co., inviting the Association to meet in Montreal in 1910, and conveying assurance of a cordial welcome.

F. H. Whitton, of the Canada Screw Co., and Arthur Hatch, of Wood, Vallance & Co., entered and gave a hearty invitation for the convention to assemble in Hamilton next year, when they promised to entertain the visitors and show them more things worth seeing than they had on the present occasion.

Harry Morgan tendered a hearty invitation from Peterborough for the hardwaremen to assemble there next year.

Later it was decided by the Association that the place for the next convention should be left in the hands of the new executive committee to select.

The question box was again opened and several members spoke on the topics introduced. Mr. Lariviere had charge of this department.

It was decided that an effort should be made by the executive to see if the

ROBERT MUNRO, Montreal,

Who Gave a Fine Address on the Paint Question.

railways would not grant a rate to the members of the convention of single fare return. This matter will be taken up and reported on later.

Col. J. B. MacLean was asked to address the gathering, and was given a cordial reception. He said that he had hoped not to be called upon but had failed to escape. He congratulated the Association on its magnificent success. The attendance was large and most representative in character, when it was considered that all present were connected with one trade only—that of hardware. The number was indeed encouraging and far outshadowed a recent gathering, which represented all lines of mercantile trade and had several organizers at work. When that convention was held only about 22 or 23 were in attendance. In reference to a movement made some years ago, an organization in the hardware interest had failed. It was proposed to run it on too narrow lines. Selfish motives had cropped up and through the organization the members thought they would have some advantage in buying over their neighbors in the same town. The present association had been built on broader and more generous lines. It was a case of fighting for the best interests of all and the success, that the organization had achieved, was very gratifying. In answer to a recent query from a hardware merchant who had asked about the investment of certain funds, Col. MacLean said that he had replied pointing out four substantial investments, and strongly advising him against putting his money in a proposition of which the dealer evidently knew but little and which was not generally regarded as sound. One way in which the speaker had advised the hardware man to invest a very small portion of his money was by joining the Ontario Retail Hardware Dealers' Association. He also advised him to attend the meetings from which he would get the best results. Col. MacLean referred to the days, when as a junior reporter on a city daily, he had reported the gatherings of the country publishers and drank in every word of the discussion. The result had been of inestimable value and benefit to him in building up his publishing business in later years. The biggest hardware man could get many valuable pointers from the Association meetings, just as well as the smaller dealer. True, some men were mean and tricky. This applied to members in all trades. This applied to was exercised and perseverance practised, these men were in time overcome and they would be delivered into the hands of the majority.

"Take it as a fact," added the speaker, "that good salesmanship will overcome the cutting of prices and, as one of the previous speakers has said, if a competitor bothers you on one side, make another move. Set him thinking and wondering what you will do next. You will thus be able to outdo and outclass him in whatever you undertake."

In conclusion Col. MacLean expressed a desire to help the Association in every way. This would be done, in a measure, by making additions to the editorial staff of Hardware and Metal, thus relieving Mr. Wrigley, the editor, of part of his duties so that he would be able to devote more time and attention to the organization work of the Association. By some plan such as this which he hoped to carry out, he desired to further the good of the Association. There might be local reasons for certain men not belonging to this important body but he thought that he was safe in saying the majority who did not attend were among the smaller minded and less progressive business men.

After some routine business the afternoon session was brought to a close.

AT THE BANQUET TABLE.

The menu card was a feast in itself—an eight page edition, a double covered affair on the face of which a red bow of ribbon in a circle of maple leaves.

The toastmaster, Robert Hobson, of the Hamilton Steel and Iron Co., is the

general manager of the Canadian Manufacturers' Association.

When Mr. Madole, Napanee, the Association's baby member, waved "the flag of our union," enthusiasm was at its highest pitch.

Cyrus Birge, president of the Canada Screw Co., Hamilton, told a good story on poor old John McCullough, who was blessed by a beggar woman who said: "May every hair of your head be a candle light toward heaven." John took off his hat and said: "There'll not be a very big torch light procession."

The Canadian Shovel and Tool Company, Hamilton, and the Gillette Razor Company, Montreal, adopted a practical plan of distributing neat little souvenirs, placing one at each plate and thus making certain that every retailer would secure the reminders. The Canadian Shovel and Tool Company gave out a beautiful little gold tie pin, a bull dog on a shovel, enclosed in a handsome plush case. The Gillette Company were also very thoughtful in supplying a metal match box.

"I sell iron and steel for a living."—Robert Hobson, the toastmaster.

"The iron industry is the foundation of Hamilton's properity."—The menu card.

"Hardware and Metal is the Canadian hardwareman's bible."—Robert Hodson, the toastmaster.

EXHIBITS.

The exhibit feature was an innovation at this year's convention, but it was so successful that it was safe to say another year this idea will be still further developed and more manufacturers will take the opportunity of showing their complete line to the members of the association who are for the most part the most progressive retail hardware men in Ontario.

The majority of manufacturers are continually adding to their lines and it is very important for the manufacturer to acquaint the trade with these new lines. The remark was frequently made by some retailer, either at the exhibits in the Waldorf Hotel, or during the visit to the various manufacturers "I did not know you made this line," or "wholesale hardware travellers never told me about this line. I believe I could sell a lot of these articles in my town."

Of course these manufacturers do not advertise their lines in Hardware and Metal, otherwise the trade would have known of them, for it is a significant fact that every retailer at the convention was a subscriber to Hardware and Metal.

These exhibits back up the advertising. Week by week manufacturers tell the trade about some of the talking points for the lines they are placing on the market. They create more or less interest in these lines, and when the retail dealer has taken the goods up in his hands and examined them and talked personally with the men who make them, he is in a much better position to buy intelligently, and what is of more importance, to sell intelligently.

Taylor Forbes' exhibit was very neatly arranged in a large room on the first floor near the convention hall, and showed very attractively the large number of specialties which they manufacture. One side of the room was given over to Builders' Hardware, store and door latches, and a large bell was placed in the middle of the room. The delegates were given ample opportunity day and night of judging the tone. The consensus of opinion seemed to be that it was quite suitable for either church or school, but that it would never supplant the bell boy for calling guests at 6 a.m.

Of course Taylor Forbes exhibit would not be complete without lawn mowers, and they had on exhibition all sizes and grades.

An extremely interesting casting was placed over the grate showing Christ and the twelve Apostles seated at the table the night of the last supper. This work was done by J. M. Taylor, Jr., who is only nineteen years old, and who had only studied the art of moulding for a short time. One had only to look at the life like figures to be convinced that moulding was in reality an art. The casting was electroplated with oxidized finish.

The Gillette Safety Razor Co., Montreal showed a complete line of their safety razors, and took the opportunity of impressing on the trade ways in which business could be created for their line, and showed samples of literature which would be distributed to any dealer, and which if properly distributed would tend to create business for their line. One of the interesting features of their exhibit was a roll of steel from which blades are made. After the blades are stamped out the steel goes through 17 processes before it is ready for the market.

"The Toronto Globe is the Scotchman's Bible, but the Bible of every hardware and metal man in Canada is Hardware and Metal, and we all swear by it."—Robt. Hobson, General Manager, Hamilton Steel & Iron Co.

The Canada Wire Goods Mfg. Co., Hamilton, had an exhibition of their wire cloth, grill work for offices, wire for concrete reinforcements, steel wire floor mats, foundry supplies and sanitary clothes lockers. An interesting feature of this exhibit was jail cell work of which they are making quite a specialty.

The Gurney Tilden Co., Hamilton, had a very attractive exhibit showing their builders' hardware. This firm also had another exhibit showing their stoves and ranges.

David Maxwell Co., St. Mary's, exhibit consisted of wringers, churns, washing machines, trucks and other hardware specialties.

The Canadian Hart Wheels, Hamilton, gave a practical demonstration of the effectiveness of their new "Beaver" Oil Stones. A small stone in a very neat box was presented to each of the delegates, and they were good enough to intimate that they would be pleased to send one of these samples to any hardwareman who was unable to attend the convention. This firm also manufactures razor hones and wheels and had a number of these prominently displayed.

The Lufkin Rule Co., Windsor, are known to the trade as manufacturers of measuring tapes and rules. There are probably few dealers, therefore, who are not surprised at the various styles of rules and tapes made by this firm and the uses of which were explained to each of the delegates visiting the booth. Another line in which the trade seemed to be greatly interested in was a glass board and tinners' pattern rule.

The Dover Manufacturing Co., Canal Dover, Ohio, in their exhibit paid particular attention to the "New Unit." This firm have figured out a splendid assortment of their asbestos sad irons, and with every order placed for the "New Unit" they will send large window trim which should make very effective advertising and create considerable business for their line. The Dover Manufacturing Co. have paid particular attention to plans for helping the dealer, and these were explained in detail by their representative.

E. C. Atkins & Co., Hamilton, had room adjoining convention hall in which they made very attractive display of their saws.

AutoStrop Safety Razor Co., Montreal, had a neat exhibit showing various styles in which their razors are sold.

Brantford Roofing Co., Brantford, were on hand with supply of their roofing, which was given a fair test the second night of the convention. A number of the rolls were handled rather roughly by some of the more jovial spirits attending the convention, but the representative claimed it did not hurt it in the least.

The Metallic Roofing Co., Toronto, had a few samples of their metal shingles on display, and their travellers discussed with the trade the question of how hardware dealers can keep this business in their hands and make it a profitable one.

National Cash Register Co., Toronto, displayed large number of their machines and gave some very interesting and instructive information to the delegates as to the advantages to be gained by installing them, and straightened out a number of difficulties which dealers who had already purchased machines had been unable to work out themselves.

A number of other firms had attractive exhibits, among which might be noted the Carborundum Co., Niagara Falls, N. Y.; Pittsburg Perfect Fence Co., Hamilton; Frost Wire Fence Co., Hamilton; Canadian Wire Fence Co., Hamilton; Banwell Hoxie Wire Fence Co., Hamilton; S. F. Bowser & Co., Toronto; H. W. Johns Manville Co., Toronto; Dowswell Manufacturing Co., Hamilton; Standard Paint Co., Montreal; F. W. Bird & Son, Hamilton; Jones Register Co., Toronto; Supreme Heating Co., Welland; Canada Paint Co., Montreal; Moffat Stove Co., Weston; Allith Manufacturing Co., Hamilton, and Hamilton and Toronto Sewer Pipe Co., Hamilton.

Colonel Samuel M. Nicholson, head of the Nicholson File Works, Providence, R.I., the largest plant of the kind in America, was painfully injured in that city a few days ago, in a collision between his road machine and a street car.

HARDWARE METAL

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Limited

JOHN BAYNE MACLEAN - President

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THE CONVENTION REPORT.

The report of the Ontario Retail Hardware Association Convention in this issue is complete up to Wednesday afternoon. It was planned to report the entire convention, but its magnitude and the enormous amount of work entailed made it necessary to hold the report of the banquet, the Thursday events, the "Question Box" discussion, the report of Mr. Lariviere's address, the list of souvenirs, the convention notes, the invitations received for next year's convention, and other features until next week in order to have the paper in the hands of its readers at the usual time.

Watch for next week's report, therefore, and realize that the convention was the greatest event in the history of the hardware trade in Canada as was evidenced by the scramble for next year's convention, Montreal, Peterboro, Toronto and London sending invitations with Hamilton using every possible influence with the delegates to induce them to decide to visit Hamilton again next year. The Hamilton jobbers recognized a good thing and did not lose an opportunity of pushing it along.

"The Ontario Retail Hardware and Stove Dealers' Association." Here's to its health and prosperity. May it continue to prosper and always retain the confidence of the trade which it has won in three short years of existence.

WHAT FORESIGHT CAN DO.

Vigilance and foresight are elements which enter materially into the success of any business. The merchant who is alert and active, always keeping his eyes and ears open, is the one who in the long run is going to distance his competitor. Call the quality shrewdness if you prefer the term, but no matter what name you bestow upon it, the exercise of watchfulness and keen insight are most important. This is seen in all lines of trade and a few examples serve to bring home the point.

The auctioneer scans the papers to learn who have sold their farms, knowing full well that a sale of effects will likely follow, and then he goes after the business of handling the sale. Being first on the spot he often secures the engagement. The furniture dealer watches the society and nuptial columns, knowing that the participants will soon go in for housekeeping; then he gets in communication with the parties with a view of selling them goods with which to furnish their home. The monument and marble dealer reads the obituary announcements and seeks to sell the surviving relatives some suitable memorial to mark the last resting place of the departed. The transfer man scrutinizes the "houses wanted" and sends the persons advertising a card that he is prepared to cater to their wants in the line of conveyance or removal of household goods. The plumbers and heating contractors peruse the building permits, knowing full well that they may secure business by getting in connection with those who are about to build. Other instances might be furnished of the line of action adopted by different merchants to learn in advance the wants and undertakings of those in their community.

A hardware man can put his time to good advantage, or open up the way for increased trade by attending an auction sale in the country whenever an opportunity presents itself. In the smaller towns and cities he deals largely with the farmer, and by being present at sales not only becomes better acquainted with his customers but gains a personal touch that he cannot do by always remaining behind the counter.

In a recent issue Hardware and Metal told how an enterprising dealer in a Western Ontario city had worked up a big business in the farm implement line. This firm keeps a man constantly on the road interviewing prospects. The names of these are secured in a variety of diplomatic and tactful ways. A representative attends many of the auction sales in the country, these sales being caused by farmers selling out or removing to other localities. This representative watches each particular implement that a farmer bids on. Then, in case the would-be purchaser of a mower, a binder, a seeder or a cultivator loses his bid, it is taken for granted that the bidder is in need of such a machine or otherwise he would not be bidding on it. Later the representative calls upon the man and if he does not want a new machine an effort is made to sell him a second hand one which the firm has taken in exchange in some previous transaction.

Another benefit derived from attending the sale is that the hardware dealer frequently comes in contact with several customers with whom he has a deal pending, thereby saving considerable time and long driving which it would require to visit various probable patrons. At an auction sale a hardware dealer can develop other lines of business even if he does not handle agricultural implements. If he is the selling agent of a metallic roofing firm, in conversation with the farmers he learns who are going to build and has, therefore, an opportunity of conferring with builders in reference to roofing contracts. Perhaps the hardware man handles cream separators, washing machines, churns, and dairy utensils. He can watch who are the bidders on these goods and if they fail to purchase he has a good idea of those who are thinking of replenishing their equipment. In various ways the time spent in the country attending gatherings at which farmers assemble in large numbers is not lost. It may be hours well invested and result in connection and the acquisition of pointers which will yield considerable business in the building, implement, roofing or tinsmithing trade.

TRUSTS CANNOT COLLECT THROUGH COURTS.

An interesting and far-reaching decision has just been rendered by the Supreme Court of the United States in the case of the Continental Wall Paper Co., against Louis Voight & Sons Co., of Cincinnati. The decision in effect means that combinations held to be in restraint of trade cannot enforce payment of claims, at least the courts will not aid such combinations or trusts to collect accounts.

The case in question was one in which the Continental Co. (commonly called the wall paper trust) sued the Cincinnati concern for a debt of $57,000 for goods supplied. Payment was resisted on the ground that the paper company is a trust. It was represented that the Voight Company had bought $200,000 worth of paper on which they had paid 50 per cent. more than they would have had to pay if there had been competition; and that the Voight Company had been compelled to sign an agreement on the threat that no paper would be sold them, and that it would be impossible for them to continue in business. The Voight Company also contended that they had paid full value for the goods, and that the amount sued for was an excess balance exacted under an illegal agreement. The Continental Company on their part admitted it was a trust, but contended that it could properly collect its debts. On this showing the case was dismissed by the trial court and that decision has now been confirmed by the United States Court of Appeals.

The judgment which was rendered under the Sherman Anti-Trust law is one of the most important pronouncements ever made by the Supreme Court of the United States.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 74.)

MARKETS IN BRIEF.

Montreal.

Tin—Unchanged.
Copper—Same quotations.
Wire Goods—Discounts increased on gate hooks and eyes, and screw hooks.

Toronto.

All Metals—Unchanged.
Turpentine—Easier.
Kitchen Utensils—Active.

MONTREAL HARDWARE MARKETS

February 12.—Trade has steadily improved this week, although there has been a falling off in eastern business, due to the bad roads. Sleighing has been very difficult and farmers have been disinclined to move about. Buying in the West, has, however, greatly improved, and the increased business has more than made up for the local falling off. Western travelers report most encouraging conditions and there is a hopeful feeling all the way round that gives a firmness to the markets. With the Montreal carnival now in full swing it is expected that local trade will be greatly improved as merchants and consumers will be in town and able to do their buying while here. Booking ahead continues on the quiet side, orders for immediate delivery constituting the bulk of the business.

Lumbering tools are now going well, and so are the sugaring supplies. Extensive sugaring operations are conducted in the Eastern Townships, and the revenue derived is very great. Builders' hardware is improving, and although the number of spring lines moving has not increased to any great extent, orders for those already in demand have developed strength. Harvest tools are beginning to swing well, while there is an improvement in lawn mowers, hose, gardeners' tools, and other lines.

BUILDERS' HARDWARE — There is a better call for builders' hardware, some good sorting orders for immediate delivery coming in. The spring movement has not yet developed. We continue to quote: Discounts on door sets, 50 and 10; escutcheons, 50 and 10; escutcheon pins, steel, 50, brass, 55. Spring hinges, per gross, No. 20, $9.

SPRING LINES—A promising movement in harvest tools is developing, and forks, hoes, and rakes are being steadily called for. An improvement is noticed in the bookings for lawn mowers, hose, hose nozzles, lawn sprinklers, gardeners' tools, ice cream freezers, green wire cloth and poultry netting. Shipping has already taken place in some cases, but the bulk will move later on. We quote: Screen doors, stained, $7.80; grained, $8.10; poultry netting, 60 and 2½; green wire cloth, $1.70 in 100 ft. rolls.

SPORTING GOODS—Guns and ammunition for spring shooting are showing movement. Fishing tackle is also being booked. Orders for baseball outfits have been placed, but the movement in sporting lines generally is still quiet. We quote: Dominion rim cartridges and C.B. caps, 50 and 2½ per cent.; B.B. caps, 50, 10, 2½ per cent.; Crown black powder, 18 per cent.

HOUSEHOLD UTENSILS — Lines necessary for spring cleaning are gathering strength, and a good movement is noticeable in carpet sweepers, wash tubs, washing machines, wringers, brooms, baskets, pails and polishes. Sad irons, graniteware and tinware are also showing better strength. We quote: Carpet sweepers, $2 and up; sad irons, Mrs. Potts', No. 55, 75c; No. 50, 80c per set; asbestos, $1.50; cake makers, $17.25 per dozen; bread makers, $18 per dozen and upwards.

LUMBERMEN'S SUPPLIES — There is a strong movement in lumbermen's supplies, and good business is now doing in boot calks, cant hooks, peavies, and binder chains. We quote: Boot calks, $4 to $4.25 per 1,000; wing calks, $6.50; cant hooks, $12 to $16 per dozen; axe handles, $1 upwards; axes, $6 upwards.

SUGARING SUPPLIES—A promising call has developed in sap spouts, sap pails, bits and kettles, and the demand promises to be above the average. Sap bits are quoted at 50 off.

BOLTS AND NUTS—The demand continues to show improvement, and evidently construction work is developing. We continue to quote: Discounts on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½. Wire nails are still quoted at $2.30.

SCREWS—A better demand is noticed in screws, and good trade is opening up. We quote: Discounts at 85 and 10 off for flat head bright; 80 and 10 off for round head bright; 75 and 10 for flat head brass, and 70 and 10 for round head brass.

WIRE—Orders continue to show the progress noted last week, and the spring prospects look most encouraging. We continue to quote: Plain wire, $2.30 base; barb wire, $2.65 in straight and mixed car lots, and $2.70 in small lots. Galvanized wire, No. 9, $2.35 in straight and mixed car lots, and $2.40 small lots, f.o.b. Montreal. Coiled spring fencing, $2.65 straight and mixed car lots, and $2.75 small lots.

BRIGHT GOODS—Trade in these lines show an improvement, but in order to stimulate trade, discounts on gate hooks and eyes and screw hooks have been increased from 60 to 60 and 20 per cent. The discount on stove pipe eyes, screw eyes and square hooks will remain as before, 60 per cent.

TORONTO HARDWARE MARKETS.

February 12.—A very quiet week is the present one for the hardware business. In fact February is perhaps the quietest month of the year. One house, however, reports better orders for future delivery than were placed last month, aad all houses say inquiries are more frequent. The hardware conventions at Hamilton and Toronto are the chief topics, though these events do not interfere at all with business.

Graniteware, tinware and kitchen utensils generally are the goods most called for just now, showing that the housecleaning season is near at hand and that the hardware man is preparing for it. Stable tools and implements, too, are going out in many orders, and there is a fair call for spring goods generally. The existing conditions, however, seem to indicate that consumption is going on more rapidly than the replenishing of stocks by hardwaremen. This shows that entire confidence has not yet been restored. But there is a good feeling growing, due largely to the prosperous condition of the agricultural sections and the improving condition in industrial centres. Prices continue unchanged.

SEASONABLE LINES—The mild weather has hindered the selling of winter lines, and skates, snow shovels, ash sifters and articles of like nature are not going out as freely as one would wish, nor as often as was anticipated, some retailers, according to outside reports, are cutting a little on these goods, but this is hardly wise. Toronto hardware men are keeping better together.

SPRING GOODS — Increasing inquiries are received daily, but the actual business at present being done is not up to the standard set in January. The bookings are for future delivery and include household granite and tinware, and implements used in stable and on farm. Summer lines, refrigerators, screen doors, lawn mowers, etc., are much sought after.

BUILDERS' HARDWARE — General building trimmings, lock sets, bolts, and things of that class figure largely in orders and are going out more freely than at this time a year ago. Reports from all over the country indicate that 1909 will be a good building year and this accounts for the larger size of the orders. Cement, tar and building paper are increasing in sales.

ROPE AND TWINE—Though prices are still low, 11½c for pure Manilla twine, orders are light. Evidently buyers stocked up as much as they cared earlier in the season and do not wish to invest more until the hardware market gets a little more active.

WIRE—Eastern market reports indicate a slightly easier feeling in wire. Toronto prices, however, are at last week's figures. Galvanized barb is $2.90, and plain twist $3.20. Coiled spring wire continues at $2.75 for No. 9. Galvanized wire is quoted at Pittsburg, base sizes 6 to 9, $2.25. Less than car lots, 10c higher. Wire nails are unchanged at $2.30; poultry netting at 60 and 2½, and green wire cloth at $1, $6 in 100-ft. rolls.

HOUSEHOLD UTENSILS — Probably the most active line at present. Enamelware and tinware are going out with almost every order. Lanterns and lamps continue to figure in sorting orders, though not to the extent of a few weeks ago.

HEAVY GOODS—Bar iron is unchanged at $1.95. Stove bolts are 80 and 7½. Bright and steel wood screws,

flat, 85 and 10, and round head, 80 and 10 per cent. Brass screws are, flat, 75 and 10, and round, 70 and 10. Business is not more than fair.

MONTREAL METAL MARKET.

Montreal, Feb. 12.—The jobbing trade has been very good this week. Users state that orders are coming along freely with the result that they are buying in larger quantities, although keeping well within their immediate wants. As one jobber said : "we are doing very nicely, and if the rate of improvement is maintained we shall be satisfied." Inquiries are good, and there is no doubt that consumers are watching the markets closely. So far as large contracts are concerned business is inclined to be quiet. Specifications are now being received on contracts placed some time back, and shipping is becoming more frequent. There is no change in prices, the stiffening in the primary markets this week keeping prices firm here.

PIG IRON—The pig iron situation remains much about the same. Prospects look very favorable for a good season in imported iron. Canadian furnaces are apparently holding to prices firmly. We continue to quote Middlesboro No. 3, $19.50; Summerlee No. 1, $21 to $21.50; No. 2, $20.50.

Cleveland warrants are now quoted at 48 shillings, a decline on last figures of threepence. Trade is reported on the dull side with nothing out of the ordinary to chronicle. Pig iron and steel in the States continue on the dull side with plenty of rumors as to price cutting in both markets, but nothing very definite appears as to the extent of this cutting.

TIN—Prices are unchanged this week, the improvement in the primary markets stiffening things here. The jobbing trade has been satisfactory considering conditions, and a fair amount of metal is being used. Nothing is being bought that is not wanted, and stocks are kept very low. We continue to quote jobbing prices at 31½. Following low figures an improvement has taken place in the English market this week, and there has been much better activity. As a matter of fact the markets should be showing much greater strength at this time, but the heavy stocks are acting against this. New York continues to sway English prices.

COPPER—As in the case of tin jobbing prices are unchanged this week, the betterment in New York being reflected here. We continue to quote, therefore, 15c. Trade is still showing an improving tendency, and there is plenty of confidence as to the future. Inquiries are good.

The strong movement in New York to bring about lower prices is for the time being nullified by the brighter tone of the English market and a slight rally in home consumption.

SPELTER—Prices in spelter are unchanged, and we continue to quote $5.50 for jobbing lots. Steady trade is doing. Spelter both in London and St. Louis has been fairly firm this week, but taking figures for some time back the markets show declining strength.

LEAD—Lead remains unchanged, and the price of imported pig is $3.70 with Trail at $3.60. Prices in the English markets have ranged below the £13 mark. and the situation appears weak.

OLD METAL—There is no change in the situation, and we quote : Heavy copper and wire, 11½c; light copper, 10c; heavy red brass, 10c; light brass, 6¼c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $13.50.

TORONTO METAL MARKETS.

Toronto, Feb. 5.—An unusually quiet week in metals has been this passing one. Copper is again quiet; tin is erratic and dull; lead is very quiet, and sheets and plates are normal. It was generally anticipated that the new year would see a stimulation in business, but, unfortunately, this has not as yet materialized. Buying is still being done on the hand-to-mouth order, and manufacturers are not making great efforts to stock up.

PIG IRON—Still dull. The cutting going on in some of the U. S. centres has not at all affected the Canadian market, and though orders are quiet the quotations remain at the old figures. Canada Foundry is $18.50; No. 3 Middlesboro, $21; and Cleveland, $22. Work at Sydney continues unabated, and while the output for January was not so large as December, the two months taken together constitute a record. January's output of iron and steel was 44,000 tons and shipments were about half this amount. It may not be uninteresting to note that the German output of raw iron has increased threefold during the past 25 years.

COPPER—Again on the quiet side is this metal. Very little trading is being done at present. Prices are unsteady and buyers do not care to place orders until a firm basis is reached. There are people who believe that prices cannot give way any further, but the question of over-production is uppermost, and this tends to restrict buying. Local quotations are still at 15c.

TIN—Dull trading is passing and prices are very erratic. Stocks continue heavy. Owing to speculation it is uncertain to predict the future. Fluctuations are the feature, and this has put little confidence into the market, buyers consequently being shy. The local price is yet at $30.

LEAD—After being rather brisk, considerable quantities having been absorbed by dealers, the market has now changed to quietness. Imported pigs are at $3.80, the same quotation as last week.

SPELTER—This metal has been less active this week. $5.50 is still the price quotation. Sellers show no inclination to make concessions. Supplies are somewhat restricted.

SHEETS AND PLATES—Normal business continues to be done at unchanged prices. In the U. S. the business is nearing the boom mark of 1906, and many of the factories are running continuously with three shifts of men. Sheet iron has increased in the last decade by 100 per cent.

OLD MATERIALS—Practically unchanged in situation and price is the old metal market this week, and the quotations for the past fortnight continue to hold good.

CANNOT COLLECT DEBTS IN B.C.

It has been ruled by the highest court in British Columbia that any company incorporated or registered in any other province, and not holding a license in British Columbia, cannot take action against their creditors in that province. Furthermore, it is against the law for any such company to do business there without either a license or a B.C. charter.

N. L. Martin & Co., chartered accountants, Toronto, are sending a letter all over Canada warning business houses that they must have a license in B.C. even to sell goods through a traveler, if they expect to have legal redress. In order to register or obtain this license, formal application must be made to the registrar of joint stock companies. The fee, where over 50 per cent. of the capital stock is invested outside of the province, is $250.

DOMINION STEEL CO. WINS.

The Privy Council has rendered judgment in the appeal of the Dominion Coal Co. from the decision of Judge Longley in September, 1907, upholding the Dominion Steel Co.'s contentions and confirming the judgment of the Supreme Court of Nova Scotia, and remitting the case to that court to have the damages assessed.

The case involves nearly $3,000,000 and is the biggest lawsuit ever entered in Canada.

DEATH OF JAMES VALLANCE.

James Vallance, brother of Wm. and Geo. Vallance, of Wood, Vallance & Co., wholesale hardwaremen, of Hamilton and Toronto, died on January 8th, at Vancouver, where he had been living for some time past. Mr. Vallance was a building contractor in the coast city and his death was a shock to his friends in the east.

END OF METALLIC ROOFING CASE.

The long-drawn out suit of the Metallic Roofing Co. against the Metal Workers Union, has been settled by mutual consent. It will be remembered that the company got judgment for $7,000 against the union for boycotting the company and that the case was appealed from court to court until it reached the Supreme Court, where on account of a technicality the case was ordered to be re-tried.

A. W. Moore, hardware merchant, St. Catharines, accompanied by Mrs. Moore, sailed on Saturday last on a trip to England and Scotland.

William F. Lewis, who many years ago amassed a fortune in the hardware trade in Montreal, died suddenly in Montreal this week at the age of 80 years.

Trade News From Atlantic to Pacific

Eastern Canada

Unrest in Wire Nail Business at Halifax —Steam Engine Invented by St. John Man.

HALIFAX.

February 8.—Business conditions are not coming up to the prediction made at the opening of the new year. At the present time trade is very dull, and there is no immediate prospects of any great revival. Of course the unfavorable weather conditions may have something to do with the backwardness of trade, but the outlook just at present is not any too bright. Jobbers, however, are living in hope, and with the opening of spring things may brighten up.

The demand for canners' supplies is not coming up to expectations, and so far there is not any heavy call for fishing supplies. Jobbers are looking for an advance in heavy lines of hardware, but so far there has been no material change in the price list, and many hardwaremen are taking advantage of the ruling prices and placing their orders. Collections are somewhat backward, much more so than many of the jobbers had anticipated earlier in the season.

Many of the country merchants have still considerable quantities of fish unsold, but it is hoped that the situation in this respect will be relieved soon, which will have a tendency to put more money in circulation.

There is, unfortunately, considerable unrest with regard to the wire nail business. Manufacturers appear to be over anxious to dispose of this product. At the present time dealers are not in a position to quote on this commodity as prices have not been finally settled. If a break occurs in prices, however, it will likely be only temporary, as manufacturers are not doing business for pleasure.

A building permit has been taken out by Walter Mitchell for the erection of an ice skating rink. The contract price is $14,000, and the S. M. Brookfield Company will erect the new building.

During the recent cold snap the plumbers have been kept pretty busy, thawing and repairing water pipes. In plumbing lines generally business has been fairly brisk.—A. C. F.

ST. JOHN.

Feb. 10.—The report of the building inspector for 1908 was submitted to the common council last week. It shows that permits for 101 buildings were issued last year, or three less than in 1907, and that the total cost was $270,-150. There were eighty-seven wooden buildings, valued at $159,900, and fourteen of brick, valued at $110,250. The inspector points out that in 1907 the buildings were more expensive and instances the cold storage, the Y.M.C.A., the I.C.R. flour warehouse, and the military stores addition as among those for which permits were issued in 1907, and completed in the year which closed last December.

There has been an increase of about 10 per cent. in rents here this season, the landlords giving as the principal reason the probable increase in the tax rate for 1909.

A fire which occurred in King street early Sunday morning did about $20,-000 damage to the stores of Reid Bros., dealers in wall paper, etc., A. O. Skinner, carpets and Dunlop, Cooke Co., furs.

A two-horse power rotary steam engine, the invention of William Minue, Gibson, N.B., after years of patient work, is in operation at the machine shops of W. C. Burtt and is attracting much attention. It does the work formerly performed by the six-horse power reciprocating engine and possesses many advantages over the old type. The idea of a rotary engine is not a new one, but Mr. Minue claims to be the first man to complete one ready for practical use. He has applied for patent rights in Canada, the United States and several foreign countries.

The general store conducted by Clifford Atkinson at Kouchibougnac was entered by burglars on Thursday, Jan. 28, and a quantity of goods stolen.

During the month of January there was a total of about 4,000 men and 800 horses employed on the construction work of the G.T.P. in New Brunswick. —W. E. H.

Province of Ontario

Kingston Hardwaremen Get Civic Contracts—Graniteware Selling Well at Brantford—Two Ingersoll Hardwaremen Take to the Road—Tilbury Merchant's Scheme for Booming February Business—Galt Hardwaremen in Civic Politics.

OTTAWA.

Ottawa, February 9.—The Ottawa Retail Hardware Association's annual meeting, which was called for Friday evening, February 5, was, on account of smallness of attendance, postponed until February 16. On Tuesday evening next, therefore, some interesting reports are expected.

H. A. Fraser and A. W. Newlands, of the Capital Hardware Co., have dissolved partnership, the business being carried on by A. W. Newlands.

McFarlane & Douglas have a full staff employed and are working but one hour short time. This firm has just designed a new plaster head which is recommended by plasterers and architects. The key is of such a pattern as to facilitate the plastering, and holds it solidly. A new galvanized shingle is also in course of manufacture, and business is very promising. It may be interesting to note, in view of the recent articles in Hardware and Metal, anent the roofing business, that McFarlane & Douglas trade only with the retailers and in cases where enquiries are received, owing to advertisements, the same are referred to the dealers nearest the party interested. In this way perfect harmony and complete satisfaction characterizes all business transactions.

There is every evidence that cement is rapidly gaining the favor of builders, as is verified by the expansion of business and growth in manufacturing area of the International Portland Cement Co. since its inception but a few years ago. The plant at present is shut down for repairs, which will require about six weeks. This is necessary, owing to the high tension of the machinery day and night. In December, 1907, the output of the plant was in the neighborhood of three thousand barrels, whereas in December, 1908, the output was over fifteen thousand barrels, an increase of more than four hundred per cent.—G.E.W.H.

KINGSTON.

February 9.—The by-law, placed before the ratepayers for a second time, asking that a bonus of $10,000 be granted the Wormwith Company, to rebuild the piano factory, was carried by a majority of 641, and this means that Kingston will not lose this industry, although many outside places were eager for the factory, offering good inducements, and had the bonus not been granted, the company would certainly have started up in a new field. Building operations will be commenced in the spring, and in the meantime another building is being used.

The hardware clerks are still paying a good deal of attention to sport in their spare time. This week two games were played, the staff of Simmons Bros. defeating the Edward Chown Co. by 9 to 5, and a picked team from the hardware trade being defeated by a team representing the post office by 1 to 0.

Nearly all the work on the new City Hall dome has been completed, with the exception of the metal work, and this will be proceeded with during the mild weather.

Feb. 12.—All the hardware merchants report business this week to be good. The sleighing is fine in the country again, and there is a strong demand for winter supplies from that quarter.

The contracts for remodelling the interior of the store of J. H. Sutherland & Co. have been awarded. The metal work will be done by Elliott Bros., and the painting by T. Robinson & Co.

It is the intention of the Canadian Locomotive Co. to further increase their capacity this summer, by the building of an up-to-date erecting shop. The only available space now left for the company is at the northerly side of the boiler shop, and extending over and covering the extension of Earl street. The company have asked the city for a lease of the land.

Your correspondent asked several contractors about the building prospects this summer, and the general opinion was that there would be quite a number of buildings erected. At present a dozen concrete houses are being planned. The members of the Presbyterian church at Portsmouth will erect a new edifice.

John Corbett was awarded the contract for hardware supplies required by the board of works this year. Simmons Bros., hardware merchants, were given the contract for sewer pipe.

City Engineer Craig's report to council shows that during last year 396 building permits were issued. The total cost of building construction amounted to $170,600.—E. G. B.

HAMILTON.

February 9.—The Fire and Water Committee of the City Council last week awarded contracts for supplies for the department. Those for pipes and castings were: Tallman Brothers, lead pipe at $4.40 a hundredweight; Gartshore-Thomson Pipe Foundry, cast iron pipe at $32.50 a ton, castings at $1.95 a hundredweight; Fairbanks Company, valves at $39.29 a hundred for 12-inch, $9.45 for 6-inch, and $6.18 for 4-inch; Smart-Turner Company, hydrants at $44.70 a ton; Alexander Hardware Company, jute packing at 7½c.

The Human Horse Collar Co., of Omaha, Neb., is starting a Canadian branch in this city. It has taken over the building formerly occupied by Gompf's Brewery Company, at the foot of John Street.

Extensive building operations are planned for the near future. The Meriden Britannia Company, through its architect, A. W. Peene, is calling for tenders for the erection of an addition 73x43 feet. The Imperial Bank is contemplating the erection of a large office building on South James Street, between King and Main, on which it is thought work will be started early in the spring while the Mills Hardware Company is planning the erection of a new store on their present premises on South John Street. The plans have not matured as yet, but when they have it is promised that they will call for one of the most up-to-date, complete and most commodious hardware stores in Canada. The Stanley Mills Company is about to build a stable for its numerous delivery outfits. It will be 200x50 feet. Another prospective building is a new Grand Trunk station. The present structure of that company is an eye-sore and one of the worst advertisements the city could have. Many travelers going through seeing little else but the station, judge Hamilton by it, and for years efforts have been made to stir the company into activity in that regard. However, it has been known for a long time that the Grand Trunk wants to get an up-town station in Hamilton, and the fact that it has been purchasing property in the vicinity of Cannon and John Streets is taken as an indication that it is laying plans for a private right-of-way. It is thought that if the company does build it will choose as a site the present King Street Station, used by the old Port Dover line, or the site of the city jail at the corner of Barton Street and Ferguson Avenue. Hendrie & Co., cartage agents for the Grand Trunk Railway, will vacate their present office premises on East King Street, it is thought, within the next few months, as the firm will erect a new building nearer its freight sheds.

The commercial travelers of this city will hold a ball in the Hotel Royal on February 26.

It is rumored that in the event of Hamilton entering into the Hydro-Electric project this city will be made the central distributing point for the power supply. The prospects for such a big undertaking for the city are much brighter since the City Council on Monday night revoked the contract made with the Cataract Power Company and decided to leave it to the ratepayers to say whether a new contract should be made with the above power company or with the Government power corporation. Should Hamilton be made the headquarters for the building of transmission lines and the distribution of power, it will be of vast importance to the merchants and manufacturers. It would mean the building of power stations and the employment of many men who would naturally spend their earnings in this city.—D. L.

GALT.

February 9.—Times in Galt are good. Of course they have never been really bad, the town is too solid for that, but just at present they are exceptionally good. All our factories are working full time, and money is much more plentiful than for some time past.

J. D. Allen is proving a welcome member to the Library Board. The firm of Allan & McKenzie is certainly doing its duty in a civic sense, with Mr. Allan on the Board of Health and Mr. McKenzie on the Parks Commission.

The Hammond Potato Machinery Co. are rushing to completion their new factory in Galt.

J. W. McMurtry has returned from a visit to his St. Thomas store. The Railroad City is a good place, he says, but his preference is for Galt.

Building prospects for the coming season are exceptionally bright in Galt.

The plumbers and tinsmiths are all busy, and a visit to the different establishments demonstrated the fact that there was no lack of work.—A.C.

GUELPH.

February 9.—In spite of the fact that the weather man has been acting in a most frivolous and unbusinesslike manner and not at all in favor of a good trade in sporting goods and other winter necessities, the local hardwaremen when interviewed by your correspondent all seemed fairly well satisfied with the general trend of business activities. A good many of them admit that they have quite a stock of skates, snow shovels, and such winter articles on hand, and cut prices in such seem general, but, on the whole, they claim that they have not fared badly, despite the weather, and very few of them complain that they are very badly overstocked with holiday goods.

At a meeting of those interested in the cause here last Thursday, the Guelph Anti-Tuberculosis Society was formed and a number of prominent citizens were elected officers of the society, the intention of which is to raise a fund for the purpose of building in or near Guelph a big sanitarium for the treatment of Wellington County consumptives.

Last Thursday Bond's hockey team won another victory, defeating the team from McMillan's hardware store by 11 to 1; while a new team composed of the younger element of Armstrong's carriage works defeated the old team by way of settling a dispute as to which of the two teams should be the standard-bearers for the whole factory.

There is a good deal of increased activity in Guelph's civic circles over the question of the extension to the Winter Fair Buildings. The plans call for a $40,000 building, while the city has only offered $10,000 and the Government $20,000. The markets and public buildings committee, which met last week to discuss the question, will have a deputation wait upon the Minister of Public Works and other dignitaries this week to try to get the Government grant increased by $10,000.

J. W. Oakes, a prominent builder and contractor of this city, who is also license inspector, returned last week from a trip to the West.

The new Separate School building, an imposing white stone structure on the hill and in close proximity to the Church of Our Lady, is now almost completed.

Though recent sudden changes in weather have caused a number of "freeze ups" and have kept Guelph plumbers busy making money, Harry Mahoney has found time enough to indulge in his favorite pastime, curling. He was skip of the team that won District No. 7 for the Ontario tankard the other day, in the big tourney at Stratford.

Mr. McPherson, while in the city last Saturday morning, stated that he had bought up all the right-of-way between Hamilton and Guelph for the Guelph & Hamilton Electric Railway. He visited Mayor Hastings and told his Worship that the company are ready now to commence building operations as soon as they can make their final arrangement with the city council and can arrange with Radial Railway Commission to enter the city on their street railway line. Mr. McPherson, in showing the plans for the new electric road to the Mayor, pointed out what a very few lots along the right-of-way there were still to buy

up, and showed also how the company's engineers had managed to get over the difficulty of crossing the rear part of the Morriston Fair Ground, which the directors claimed would keep them from making a much-needed extension. The line now passes through the front part of the grounds, which is more satisfactory to all parties concerned. The line skirts the Dundas Road all the way from Guelph to Morriston, where it crosses it for the first time.—H. S. N.

BRANTFORD.

Feb. 9.—The annual meeting of the Board of Trade was held in the council chamber on Tuesday evening last, when reports for the year were submitted. There are now 209 members, and there is a balance on hand of $1,094.09. The officers elected were: president, George Hately; vice-president, Joseph Ruddy; secretary-treasurer, J. S. Dowling. A Dominion Board of Trade was advocated, though it was pointed out that the Canadian Manufacturer's Association does a great deal of the work that would otherwise be done by such a board.

The junior partner of the hardware firm of Watt & Squire, in speaking with your correspondent a day or so ago, stated that, in spite of the general depression in trade last year, the Christmas business of the firm had been a very large increase over the previous year. He attributes it to the extensive advertising campaign carried on through local mediums. The space used was considerably increased, and the returns more so.

Granite and kitchen-ware are moving out rapidly now, many housekeepers taking stock and refurnishing their kitchens. A number of the local firms are conducting sales of these timely articles.

The question of better market facilities here is one that demands the earliest attention. Merchants are united in their demand for better protection from the inclemency of the weather for the farmers, knowing that many of the country people take their produce to other centers, and also spend the proceeds of their sales there, to the detriment of the Brantford merchants. Active steps will likely be taken by the present city council, who are now considering the erection of a building that will serve both market and civic purposes.

The excursion of the Grand Valley Radial Railway on Saturday last was a very successful one. A large number of citizens of neighboring towns took advantage of the cheap rates. Local hardware merchants reaped a good share of the benefits. The excursions will continue during the month.

The Sunbeam Incandescent Lamp Co. will remain in St. Catharines, despite the rumors that it is intending to remove to Toronto. The company employ 125 hands and have an annual wage sheet of $35,000.

Two hundred and fifty members of the C.S.C.E. visited the plant of the Plymouth Cordage Works, Welland, last week.

A new registry office will be built at Welland.

The Welland Portland Cement Co., Welland, employees have organized an athetic club.

The members of the Collegiate Board paid a visit to the Collegiate on Monday, and decided that it would be a waste of money to try to renovate the building. They will again advocate that a new Collegiate be built, and will submit plans to the city council.

The police have been notified of some extensive thieving operations from a local foundry. A large number of brass castings have been missing.

Taylor & Taylor, architects, are drawing up plans for the proposed changes at the county court house. A large amount of money will be spent in re-arranging the heating system, etc.

INGERSOLL.

February 9.—Clarence Gaynor, who has been with Wilson Bros. since they engaged in the hardware business, has accepted a position as traveling salesman for McCall Bros., Toronto. Clarence has had a wide experience in dealing with the public, which fact, coupled with his genial personality, ought to win him success in his new field.

It is expected that the work of constructing a new school in Ward One to cost in the neighborhood of $10,000, will be commenced as soon as the frost is out of the ground in the spring. The matter has been receiving the attention of the Board of Education for some time, and an appropriation has been obtained from the Council. Architect Taylor, of Brantford, will visit Ingersoll shortly to furnish plans in accordance with the revised specifications.

J. T. Norton, who was engaged in the hardware business here for upwards of three years, has become a "knight of the grip." He is representing the Erie Iron Works, of St. Thomas.—E. A. J.

LONDON.

Feb. 9.—Seasonable quiet characterizes the hardware trade, but dealers are looking for a distinct revival of activity early in the spring. This optimism is largely accounted for by a substantial increase in real estate transfers and building permits issued last month, both being far in excess of those for January last year. Indeed, there is reason to look for something in the nature of a building boom with the return of spring.

The Trades and Labor Council has decided to open a factory at 114 Clarence street for giving employment to some of the unemployed union men of the city. The manufacture of toys and small articles such as almost any mechanic can make will be engaged in, and it is thought there will be no difficulty in finding a market for the goods turned out.

The Mitchell Cooperage, of Chelsea Green, a suburb of this city, the directors of which control a large basket factory in Ridgetown, intends establishing a basket industry here on a large scale. The Cooperage has done a good business during the past year, having supplied local firms alone with 36,500 barrels. Basket manufacturing is not at present represented among London's industries, and it is felt there is an excellent field here for such a concern.

The City Council is to be asked to aid the North Midland Railway Company by an exchange of lands. The North Midland is the trolley line which it is intended to build between this city and points north, including St. Mary's, Stratford, Lucan, Granton, possibly Mitchell and the intervening villages. Promoters of the new railway state that they have the guarantee of English financial men to put $800,000 into the railway, provided $200,000 can be raised in Canada for the project.

CHATHAM.

February 9.—The newly-constituted Board of Water Commissioners, of which Mayor Westman is chairman, last week enacted a new ruling relative to meters, which will be of considerable interest to the plumbing fraternity. All factories, hotels, livery and feed stables and laundries must, on or before June 1, be put on a meter basis. The move was opposed by ex-Chairman Sheldon, the sole surviving member of last year's board. Manufacturers will, as a result, pay according to water used; while factories now enjoying free water to a certain amount will be charged meter rates for all that is used above the specified amount. Manufacturers are talking of holding a meeting to protest against the new ruling, which will in some cases involve, it is said, the expenditure of $200 on meters. It is claimed by the Commissioners that bad plumbing is to blame for many high water bills. Commissioner Sheldon thought that an inspector should be appointed to inspect and pass upon every new job.

Wesley Robb, formerly traveler for the Acme White Lead Works, Detroit, passed away recently at the home of his parents in Tilbury West. He was 38 years of age.

R. J. Bailey, Simcoe, representing the Rod Iron Range Co., last week paid a business visit to this section, also visiting his parents in Wallaceburg.

G. A. Bradshaw, Clinton, general agent for the Frost & Wood Co., visited this section last week.

The Property Committee of the new City Council have taken a step long urged by local retailers, and particularly of interest to hardwaremen. At their meeting last evening a clause recommending the raising of the annual fees for auctioneer's spaces on the market from $15 to $50, was put through. Retail merchants have in the past charged that the auctioneers sell, not only second-hand goods, but new goods, particularly tinware and other lines handled by hardwaremen; and that these goods compete unfairly with those handled by merchants. Last year the merchants asked the council to put a stop to the practice. This, apparently, cannot legally, be done. The increase in the license fee, however, will tend to put the auctioneers and the retailers more nearly on the same level.

W. C. Crawford, the Tilbury general merchant, has an aggressive scheme for

booming business in quiet February. He announces a combined slaughter sale and prize contest, lasting from Feb. 6 to Feb. 27, with price reductions ranging from 15 to 50 per cent. Twenty prizes, the first of $100, and the second $50, the remainder being in goods, are offered to stimulate business. For every even dollar spent in cash purchases, the purchaser receives a numbered coupon. On the last night of the sale the "lucky numbers" receive the prizes. Furthermore, to those paying up their accounts, a coupon is given for every $3 paid. The sale is being widely advertised in local papers within hailing distance of Tilbury, the firm also issuing four-page circulars containing full particulars and sample prices in the various lines. A feature in the latter is a list of articles purchasable for exactly $1. A similar scheme, though not so extensive, was tried last year, and proved very successful.—V. L.

FORT WILLIAM.

Feb. 8.—The quiet season has come upon the retail hardware business since Christmas, but all the merchants are looking forward to one of the most active summers that has been known here. There is a large amount of construction work in view for next season, including the building of the new station by the C.P.R. and G.T.P. on Syndicate Ave. With the station on this site and the bridge across to the island about half a mile west of it, it looks as if an impetus will be given to that portion of the city as a business location, and Mr. Coslett, of the Coslett Hardware store, who has built a block in the centre of this district believes that he has struck the right place, in spite of the fact that it seemed at first as if he were forcing business into the residential part of the city.

Winter has proved no bar to building operations. Work has been carried on uninterruptedly on the Cuthbertson block and the Graham & Horne block on Victoria Avenue, and since Christmas J. C. Murray has started work on a residence for himself, and a business block adjoining the Marks block on the corner of Syndicate and Victoria Aves. It was a novelty to see brick being laid in the beginning of February, the bricklayers in many instances being at work with bare hands.

The Roman Catholic Church has just purchased, through Ray, Street & Co., a site in the west ward of the city, consisting of 375 feet frontage on both Mary and Christina Streets, with a depth, from street to street, of 330 feet. Here will be erected a church and separate school for the western portion of the city.

The G.T.P. is running regular trains from Fort William west to Superior Junction and it is expected that through connection with Winnipeg will be established from Fort William some time in May.

Better progress has been made recently on the tunnel which will convey the water from Loch Lomond to the city, a distance of six miles, from an elevation of 350 feet. At the end of January out of a total length of tunnel of over 5,000 feet, only 540 feet remained to be completed, and the work is progressing at the rate of about 110 feet per month, with air-drills working at both ends.—W.H.L.

Western Canada

Revival of Mining Industry Helps Hardware Trade at the Coast—New Immigration Hall for Saskatoon.

SASKATOON.

February 5.—A. J. Burton has arrived from Chicago to take a position as manager in the J. F. Cairns store.

B. A. Archibald & Co. have now moved into their new premises on Broadway.

W. H. Rowley, president and general manager of the E. B. Eddy Co., Hull, was in town this week. He was accompanied by J. Persse, of Tees & Persse, Winnipeg, the Western agents of the company.

W. H. Youhill was the winner of the Hopkins trophy at the curling rink. The cup was put up by W. Hopkins, of the West End Hardware Store, and was keenly competed for. D. M. Leyden is taking more than usual interest in the bonspiel this year.

F. M. Sclanders has been re-engaged for another year as Commissioner of the

F. M. SCLANDERS,

Re-appointed Commissioner by Saskatoon Board of Trade.

Board of Trade at a salary of $2,500. Mr. Sclanders has done some splendid work and is at present trying to form associated Boards of Trade for Central Saskatchewan. The convention of the Associated Boards of Trade of Manitoba, Saskatchewan and Alberta will be held here in June, this year.

The Saskatoon branch of the Independent Lumber Co., as well as other branches in Saskatchewan, have been taken over by the Coast Lumber Co., with headquarters at Moose Jaw, B. A. Brainerd will remain here as manager.

A new electric engine and generator have been installed at the city power house, which has tended to greatly improve the lighting system. It is expected that this summer there will be quite a demand for electric power for running elevators and machinery.

The contract for the erection of a new land titles office on 21st Street has been let to Smith Bros. & Wilson, of Moose Jaw. The contract price was $26,700. Work will commence early this year.

It is probable that a new immigration hall will be built here this year. When J. Bruce Walker, Commissioner of Immigration, was in town a few days ago, the dilapidated state of the present building was pointed out to him by Mayor Hopkins and Commissioner Sclanders, of the Board of Trade. The result was that Mr. Walker promised to recommend a new hall.—D. G. R.

British Columbia.

Brisk Building Continues at Vancouver —Vernon Man Invents Fruit Spray— Interesting Items From the Coast.

VANCOUVER.

February 6.—With the coming of spring there is a movement among the mining men, and soon operations on many properties on the coast and in the interior will have been resumed. With this activity comes business for the trades. F. T. Hamshaw, a large operator in Atlin, was in the city on his way north this week, and is taking with him a considerable quantity of machinery. D. A. Matheson, general manager of the Yukon Basin Gold Dredging Company, and the Stewart River Gold Dredging Company, was also here, and closed a deal for the construction of a large dredge, which will be shipped north. On Thursday night, the first lot of men for the Portland Canal district left for the north. So with work going on in all these places, quite a bit of trade will come this way.

"You're mighty busy here," was the remark of a Calgary man yesterday, referring to the building operations. "You are certainly doing something," he said to Hardware and Metal. In January, the figure was $363,630, and last week the total of the permits was $108,485. W. A. Clark is building a two-storey apartment house, with stores in the basement on the northwest corner of Seventh Avenue and Bridge Street, the cost of which will be $20,000. Arthur J. Bird is the architect.

M. C. Burr and H. B. Ferguson have opened up as civil, hydraulic and mining engineers. Mr. Burr has been with the Arrowhead Reservoir & Power Company, of California, and the Union Construction Company, of New York, and after the earthquake in San Francisco was engineer for the water committee. Mr. Ferguson has also had considerable experience, having latterly been with the Guggenheims in Cariboo.—R. B. B.

NANAIMO.

February 6.—J. E. McFerran, of the Parker Electric Company, has installed a 30-light dynamo for W. H. May, recently of Strathclair, Man., who has remodelled the residence on his farm at Cowichan. A Fairbanks-Morse gasoline engine was put in to supply the dynamo, and the combination has given one of the most satisfactory private lighting plants in the district.

REVELSTOKE.

February 6.—R. Armstrong and J. Armstrong, two well-known mechanics of this city, will leave shortly for Vancouver to open a machine and repair shop.

Tenders are being called by the Provincial Government for the completion of a traffic bridge over the Columbia River at this point. Separate tenders are being called for the iron work.

KAMLOOPS.

February 6.—W. J. Ellis, late of Rogers & Ellis, Vernon, B.C., has arranged to start a machine shop in this city. His outfit will cost about $2,000. He will carry a stock of engineer's supplies, and will handle bicycles and bicycle repairing. Mr. Ellis has had 23 years' experience in some of the largest shops in the United States and Canada.

VERNON.

February 6.—Clement Vacher, of Bear Creek, in the Okanagan district, has invented a new rotary spray for use by fruit growers, which is receiving considerable favorable comment. He has been experimenting since last May.

THE FIRST SHEET ZINC.

Zinc was first rolled into sheets and drawn into wire by Charles Sylvester and Charles Hobson, two Englishmen, in about the year 1800. For their discovery they were allowed a patent and in it they state that their process is as follows: "Zinc is made malleable, and may be drawn into wire and rolled into sheet by working it at a proper heat and by annealing it. The zinc is cast into ingots or cylinders and heated to a temperature of from 210 to 300 degrees F. for rolling or drawing." The feature of the invention was in the discovery that the zinc can be rolled or drawn when heated to the right temperature.

WIRE DOOR MATS.

The B. Greening Wire Co., Hamilton and Montreal, have now on the market three reversible wire door mats, viz.: The Standard Iron Framed, the Interlocked Wire Bordered, which is flexible, and the Regalvanized Interlocked Wire Bordered, which is rigid, strong and indestructible. The sale of these mats has been very satisfactory to the company.

The Interlocked Wire Bordered Mat was put out to meet the demand for a cheaper mat. It is flexible, and the larger sizes can be rolled up for shipment. This mat can be regalvanized, making it rigid thereby.

Cutting Power of British Steel

Quadruple That of Any Now Known—Prof. Arnold Replies to Carnegie's Prophecy.

(From the New York Herald.)

London, Saturday.—"As to Mr. Andrew Carnegie's prophecy on the decadence of British steel metallurgy, this exists only in the imagination of that gentleman. So far as quality is concerned, Great Britain is still first in the race for supremacy. I am strongly of the opinion that in a very short time the best high speed steel will be a back number. It is probable that a year hence there will be on the market British steel with a quadruple cutting power of any known metallurgy."

In these bold words, uttered at the Royal Institution just ten days ago, Professor Arnold, of Sheffield University, challenged the expert prophet and himself uttered a prophecy so remarkable that it has aroused the keenest interest in the engineering world. The professor wasn't bragging, either. He knew what he was talking about.

Seldom indeed has a forecast been so quickly fulfilled. The Sheffield correspondent of the Daily Chronicle comes out with the interesting news that a new steel discovery of the utmost moment has been made by the big firm of Jonas & Clover, of the Continental Works, Sheffield, of which Sir Joseph Jonas is at the head.

After lengthened experiments they are reported to have placed on the market steel with from three to seven times the cutting power of the existing high speed steel and which, in contradistinction to the present material, can be hardened in water, oil or blast. This, of course, is the steel to which Professor Arnold referred. The professor now expresses himself as intensely interested from a scientific point of view at the phenomena exhibited by this steel.

It is, he says, an absolute departure in metallurgy to have obtained water-quenched steel which will work for a considerable time on the hardest material with the cutting edge of the tool at a bright red glow. He further prophesies that a few years hence, when the secret of the manufacture is out, this steel will be made by very high speed steel manufacturers in the country.

The new steel will not call for any alteration in the present machinery, but it puts immense power in the hands of the British engineer. This steel will at least quadruple the efficiency of the existing steel of a similar type.

Experiments were in progress in the United States at the same time that Messrs. Jonas and Colver were ready to place their product on the market, says the Sheffield Independent in giving some details of the discovery, but as litigation was threatened the details were withheld. Now that it has been decided that the American manufacturers have no special claim, Messrs. Jonas and Colver have placed upon the market the result of their own researches. Mr. B. W. Winder, director and works manager of the firm, in an interview explained to the Daily Chronicle's correspondent some interesting points. He assumed a very modest demeanor about the discovery. He didn't, he said, make any sensational claims for the steel beyond the fact that it is the first high speed steel produced that can be hardened in cold water without danger. He added:

"The great advantage of the new steel is that it will work very much longer at high heat than the old. We don't claim for a moment that it is going to work four times faster than present high speed steel. What we do claim is that it is very superior to any steel that has been produced yet. It will go on working much longer without requiring regrinding."

The new steel isn't much dearer than the old high speed steel, so that in proportion to its capacity it works out much cheaper.

In common with all engineering firms, the Thorneycrofts, the well known torpedo boat builders, at Chiswick, are very much interested in the new discovery.

"Assuming that this new high speed steel is all that it is claimed to be, it will be valuable to the makers of big guns and of heavy shafting for marine engines," said Mr. Leeson, the works manager.

"As far as we are concerned," he continued, "the steel in use at present is if anything rather ahead of the capacity of our machine. To use the new variety with much greater cutting power we should require heavier and more powerful machinery; but my own experience shows that British steel will hold its own against the world."

Mr. Houseley, London manager of Cammell, Laird & Co., said: "I have not heard anything about this particular invention, but we have all been working at the idea for the last six or seven years. Our own new machine tools were shown at the Franco-British Exhibition and we can take off a strip of steel an inch in thickness as quickly as the tool car can move."

Then the interviewer inquired, "You don't agree with Mr. Carnegie's opinions on the British steel industry?"

"I can safely say," was the reply, "that we are well ahead of the Americans in every department of the steel trade."

For the year ended January 26, the National Transcontinental Railway Commission ordered 15,752 gross tons of steel rails for the G.T.P. from the Algoma Steel Co., Sault Ste. Marie.

Our Want Ads Are Read

By Retail Merchants in every province of the Dominion. Every week our want ads. are rendering important services to Hardware dealers who are anxious to buy or sell a business, or who want to secure a clerk or possibly have a set of tinner's tools or some other article they wish to dispose of.

By Manufacturers and Wholesalers a few weeks ago six large firms answered a condensed advertisement inserted by a firm who were anxious to secure Canadian representative.

By Hardware Clerks. A number of clerks have secured good positions through placing an advertisement in our paper. Clerks who wish to use our "want ad." columns but who do not wish their names divulged can use box number and have replies forwarded in plain envelope.

By Travelers. Many of whom are anxious to secure new position or possibly wish to settle down in some town or city and purchase Hardware business.

Have you any proposition in which any one in any of these classes would be interested?

RATES—2c. per word first insertion; 1c. per word subsequent insertion; 5c. additional each insertion when box number is required.

WRITE OR PHONE OUR NEAREST OFFICE

HARDWARE AND METAL

Montreal Toronto Winnipeg

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENCIES WANTED

Manufacturers of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

ADVERTISER, 31 years of age, 4 years with present employer, selling specialties to jobbers and retail hardware merchants, etc., in Ontario, Maritime Provinces and Newfoundland, intends establishing a manufacturers' agency at Toronto and invites correspondence from manufacturers, etc. Box 790, HARDWARE AND METAL, Toronto. [7]

BUTTER TUBS—Manufacturers' agent in Winnipeg, excellent connection with jobbing trade, desires to represent manufacturer of wooden butter tubs. Box 1, HARDWARE AND METAL, Winnipeg. (6)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED—Good live agent in Montreal, Toronto and Winnipeg to handle A1 line of hammocks which have been marketed successfully in Canada for some years. The line will be strongly advertised in Hardware and Metal. Apply, giving full information as to lines you now have, Box 796, HARDWARE AND METAL, Toronto. (10)

BUSINESS CHANCES.

A COMPANY opening a hardware store in the best paying section in Toronto, require the services of a competent hardware man who can invest one or two thousand dollars. An excellent proposition. Box 794, HARDWARE AND METAL, Toronto. (7)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

FIRST-CLASS Builders' and General Hardware Man open for engagement. Twelve years' experience. Box 783 HARDWARE AND METAL, Toronto. (8)

HARDWARE SALESMAN desires position, wholesale and retail, experienced. Would buy a first-class business. Box 788, HARDWARE AND METAL, Toronto. (8)

WANTED—Position as travelling salesman. Six years former experience as representative of paint company. Hardware or paints preferred. Past four years managing hardware business. Best references. Box 795, HARDWARE AND METAL, Toronto. (9)

WANTED—Position as salesman for retail hardware. Eight years experience with good preference. J. E. Thomas, 662 King St., London. (10)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE BUSINESS FOR SALE in one of the finest farming sections of Ontario. Two railways. Stock about $4,500. Good reasons for selling. Address Box 782, HARDWARE AND METAL, Toronto. (11)

HARDWARE, tinware and furniture for sale.—Stock between five and six thousand. Doing a good business. Good reason for selling. Apply Box 781, HARDWARE AND METAL, Toronto. (7)

HARDWARE, Stoves and Tinware Business for sale in a good manufacturing town, farming and dairying country, good business trade connections in store and workshop; stock about $8,000. Good reasons for selling. Address Box 784, HARDWARE AND METAL, Toronto. (8)

HARDWARE BUSINESS FOR SALE—In growing part of Toronto. Stock and fixtures about $2,000. Box789, HARDWARE AND METAL, Toronto (8)

WELL ESTABLISHED GENERAL HARDWARE BUSINESS in prosperous Manitoba town surrounded by excellent farming district. Stock about $8,000. A splendid opportunity. Apply Box 785, HARDWARE AND METAL, Toronto. (10)

HARDWARE, stoves and tinware in city of London. Stock new, $6,000. Splendid opportunity. Good reasons for selling. Apply 111, Dundas Street, London, Ont. (8)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of gasoline lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Set Tinners' Tools—complete in good condition, break safe, etc; all good. Werner Bros., Mitchell. (8)

BUSINESSES WANTED.

TO PURCHASE Established Hardware Business in live town or city in Ontario, east of Toronto; or in Quebec, west or south of Montreal. Box 787, HARDWARE AND METAL, Toronto. (8)

WANTED—A hardware, stove and tin business. Stock from $4,000 to $6,000, in a good town or city. J. D. Murdoch, Simcoe, Ont. (8)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

TRAVELER of experience in the Stove and Furnace Business for the Provinces of Quebec and New Brunswick. Must speak English and French. Address Box 786. HARDWARE AND METAL, Toronto, stating experience, salary, etc. (tf)

WANTED—Two good hardware stock and order clerks, with several years' experience, for Winnipeg. Good opening. Apply in own handwriting and state experience, Box 3, HARDWARE AND METAL, Winnipeg, Man. [7]

WANTED—Buyer and manager for cutlery and sporting goods department of wholesale hardware house. Apply, giving full particulars, H. 9, HARDWARE AND METAL, Montreal.

TINSMITH WANTED with two or three years experience. Good job for reliable workman. The Steel Trough and Machine Co., Ltd., Tweed, Ont. (7)

WANTED—Competent clerk for retail hardware business. Good salesman and window dresser. Apply, stating qualifications with references, to Box 799, HARDWARE AND METAL, Toronto. (9)

WESTERN jobbing house, handling hot water, steam heating and plumbing supplies, want an experienced travelling salesman of good address, able to make estimates and assist the trade in closing business. Applicants must state their experience as a salesman, age, references, etc. Address Box 797, HARDWARE AND METAL, Toronto. (7)

TRAVELLER for general hardware. Ground, Guelph and east, and north to and including part of New Ontario. Applications state salary, experience, and copy of references. All communications treated confidential. Box 798, HARDWARE AND METAL, Toronto. (7)

TECHNICAL BOOKS

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

Hardware Business For Sale

The old established hardware business of Reid & Wilson, at the town of Seaforth, being now in liquidation (the firm having been dissolved) the whole of the stock is offered for sale, together with coal warehouse and sheds.

The stock consists of:—

Blacksmith's Iron, shoes, nails etc.
Wagon and buggy wooden ware
General hardware stock
Wire fencing
Blacksmith's coal and domestic coal

The stock may be purchased in sections, or the business may be bought out as a going concern. The stock may be viewed at any time, and further particulars obtained from the undersigned:

ROBERT WILSON
WILLIAM HILLS
Liquidators for the firm of Reid & Wilson.

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from $1,000 to $10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn $100 to $500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 283 NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Room 511, Union Bank Bldg, Winnipeg.

Winnipeg, Feb. 10.—Winnipeg has been a sort of storm centre this week, and there has assuredly been no lack of subjects for discussion. The report of the Tax Commission, which has been sitting for a long period, was presented on Monday and was sufficiently radical in character to call for the many protests. The first recommendation of the report was the appointment of a Board of Valuation and Revision, the commission being of the opinion that such a board would ensure a sound basis for assessment values and a more satisfactory method for the consideration of questions arising from time to time in respect to assessment and taxation. This board, if established, would perform the duties now undertaken by the Court of Revision. In the case of appeals covering matters of law, recourse would be had to a judge of the Court of Queen's Bench.

Church Lands to Be Taxed.

In the matter of the much discussed business tax, the commission recommended that there be no exemptions and no discrimination as between the different classes of business, but that the basis of the assessment should be the rental value. The commission further suggested that the rate be 6 per cent. of the rental value. On the question of land and buildings, the recommendation was that land be assessed at its full value, and buildings at two-thirds of their value.

In the matter of churches it was recommended that the land be taxed and the buildings exempt. An increase in the controllable rate from 1 to 1¼c on the dollar was recommended. These are just a few of the recommendations in a report which had evidently been prepared with extreme care.

The Railway Commission.

The Railway Commission has been hard at work all week. There were no less than 51 cases on the list here for consideration. One of the cases of general interest was that of the Western Livestock Shippers' Association. They asked that both the C.P.R. and the C.N.R. be required to provide improved shipping facilities at many points; that there be a reduction of the freight rates on livestock, and a reduction of the minimum weight of cars from 20 to 16,000 pounds. Much evidence was heard on these matters. The question of weight of cars was left over, but Chairman Mabee condemned the railway companies as dilatory, and suggested that Mr. Dillinger, an official of the livestock association, and a railway company's inspector, visit all the points where livestock is shipped in the three Provinces and inquire into conditions on the spot; further, that railway companies supply this committee with complete lists of cattle shipments during the year.

Excessive Express Charges.

The complaint as to conditions at Winnipeg was fully met by the representations of the railways as to the erection and maintainence of the new Union Stockyards as soon as spring opens. There was a grand wrangle between the Canadian Northern and Dominion Express Companies on the question of division of express rates on joint hauls, and a great many complaints came from newspapers, jobbers' unions and others, of excessive express charges, failure to deliver at flag stations, and many other minor grievances. Much evidence was taken but final action was reserved for further consideration.

Decision was also reserved on the complaint of the Grain Growers' Association against the railways in the matter of bulkhead cars to Fort William and Port Arthur.

Judge Mabee has created a most favorable impression as chairman of the commission. He is doing one excellent thing in the matter of holding western people to time. Ample notice was given of the sitting and when a number of complainants failed to turn up at the appointed time they were simply struck off the list.

The Winnipeg Stock Exchange was duly opened Feb. 1st, and though there has been no large amount of trading there has been a decided increase in the number of western stocks listed. Those behind the scheme declare themselves as quite satisfied with the week's business and the outlook for the future.

Wheat Market Active.

After extreme dullness ever since the turn of the year the wheat market became decidedly active during the last three days of the week, and on Saturday, Feb. 6th had a record "short day" market over 2,000,000 bushels of May wheat being traded between 9.30 and 12 o'clock. The first day of the increased activity there was not lacking evidence that Paten of Chicago was buying on the Winnipeg market, but later the speculative gave place to really active export demand. The cause for the increase in export demand was twofold. The last report issued by the Northwest Grain Dealers' Association was very bullish, placing the total wheat crop of the Canadian West at 97,000,000, nearly 10,000,000 less than the report of the previous month. This report had been cabled to Great Britain and had additional weight in view of the light receipts for the past six weeks, and further, there was an increase in the rumors as to damage to the winter wheat crop of the United States.

There was quite as active a demand for cash wheat as there was for May, but practically no offerings, as all receipts are sold ahead. It is not generally accepted by dealers here that the report of 97,000,000 is correct, the discrepancy between the two reports is too extreme, but it is quite apparent that the farmers wno have wheat intend to hold on to it for higher prices. By the end of another week your correspondent will have more definite information on this matter in return to queries sent out.—H.

Hardware Markets.

The hardware trade is quiet at present, but not unusually so for this season of the year. Country collections are improving. Prospects are bright for the spring trade, especially in the line of builders' supplies.

"Bonspiel," which opened Wednesday, has brought many retailers into the city and this will probably mean an increased business during the next two weeks.

Prices show no important changes.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized, wire, 6, 7, and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.50; No. 2 and larger, $4.25, snowshoes, No. 0 to No. 1, $4.75, No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85, No. 2 and larger, $4.60; featherweight, $6.00.

HORSENAILS—MRM, cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg base.

PRESSED SPIKES—¼x5 and 6, $4.60; 5-6x5, 6 and 7 $4.25, ⅜x6, 7 and 8, $4.10, 7-16x7 and 9, $4.00, ½ x 8, 9 10 and 12, $3.90, ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron, 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. copper; No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 10, 33c per lb.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned

The Derry Oak

A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

Revillon Brothers, Ltd.

Wholesale Hardware

EDMONTON, ALTA.

G. F. Stephens & Co., Limited

WINNIPEG AND CALGARY

The largest distributors of **BRUSHES** in Western Canada.

Jobbing Headquarters for

Whiting's Brushes

English Solid Back Horse Brushes

English Solid Back Scrub Brushes

Fine Varnish Brushes

Ridgley Trimmers

Paper Hangers' Tools

Write for Brush Book and Discounts

P.S.—We also ship all orders for Brushes the same day as received.

DO YOU WANT AN INVESTMENT

Which will NET you a yearly profit of from 50% to 75%?

$7,000.00 will buy an established Implement Business, which for the past few years has shown such Profits. Located in one of the most flourishing towns on the C. N. Ry. First class building most centrally located, and well assorted stock of "McCormick," "Cockshutt" and "Moline" goods, together with the agencies for the said well known and popular lines. OBJECT FOR SELLING—Other interests which prevent the present owners from giving this branch the necessary attention. For particulars apply to

Mr. G. M. McBRIDE, care Messrs. Geo. D. Wood & Co., - - - WINNIPEG, MAN.

SATISFIED CUSTOMERS AS SALES AGENTS

If you handle a line of reliable furnaces and make a speciality of installing heating systems that will give entire satisfaction both as regards heat distribution and fuel economy your customers will do good work for you on new prospects.

Let us help you to start right.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

ware, 35 ; Famous enamelled ware, 50 ; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9 ; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼; pure manila, 12¾; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise plain, 45c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c ; Victoria, plain, 70c ; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c ; Victoria and Jubilee, tarred, 86c ; Triumph and Joliette, tarred, 84c ; Cyclone, tarred, 78c ; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20 ; galvanized, $4.30; 26. $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33 1-3; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance, Primers, Canadian, $1.55; Americans, $2.00. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $17.50; 10, $20.00; 12, smokeless, chilled, English, $22.50; Canadian, $23; 10, smokeless, chilled, English, $25.00; Canadian, $22.50. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5.00. Lead pipe, $6.00.

SHEET ZINC—Casks, $7.50; broken lots, $8.00.

COPPER—Planished copper, 33½c per pound; tinned, 24c.

IRON PIPE—It is impossible at the present time to quote iron pipe prices with any approach at accuracy. Prices given below are nominal prices only, quotations considerably lower being obtainable: Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9 ; 1½, $10.75 ; 2, $14.40 ; 2½, $24.40 ; 3, $31.50; 3½, $39.50; 4, $45 ; 4½, $52; 5, $58; 6, $75. Galvanized ; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60 per cent.; nipples, 75; classified malleable fittings, 25; malleable bushings, 60; malleable unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4.00; 22 and 24, $4.10; 26,$4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20, $4.10; 24, $4.30; 26, $4.70; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.00; ½ box, $4.75; IX. full box, $9.00; ½ box, $5.75; IXX., full box, $13.00; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES—Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c ; Capital cylinder, 59 and 54c ; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 27c; medium castor, 26c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c ; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c ; Starlight, 20c ; Sterling Light, 24c. Engine gasoline, gal., 22½c; fo.b. Winnipeg, cases, $2.50.

PAINTS AND OILS — White lead, pure, $6.00 to $6.50, according to brand; bladder putty, in bbl., $2.40; in keys, $2.55; turpentine, bbl. lots, 65c. Linseed oil, raw, 66c; boiled oil, 3c per gallon advance on this price.

EDMONTON MARKETS.

Feb. 11.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25 ; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

HORSENAILS — M.R.M., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85 ; brass, 75 ; round head, bright, 75 and 10 ; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c. ; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55 ; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c ; pure manila. 15c.

BUILDING PAPER—Plain, 62c per roll ; tarred 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make. 12 gauge, black, soft, $19 per M.; 10, $23.65 ; 12, smokeless, chilled, English, $25; 10, $29 ; 12, Canadian, $24; 10 Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90 buck, $8.30; 28 ball, $8.70 ; powder, F.F., Hamilton, $5.25 per keg.

TO ENTER WHOLESALE FIELD?

The Russill Hardware Co., of King Street East, Toronto, have purchased the building formerly occupied by the John Taylor Soap Co., at 77 Front Street East, paying for the same about $25,000. The building consists of three storeys, has a frontage of 33 feet and a depth of 165 feet.

In conversation with Hardware and Metal, Mr. Russill said the daily papers were somewhat premature in stating that the premises would be used as a wholesale hardware warehouse. No decision on that point had yet been reached, although it might be that a wholesale depot would be located in the Front Street premises and the retail business continued in the King Street store.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Novelty Manufacturers.—Werner Bros., Mitchell, ask for the names of houses that could make at small cost novelties about as large as an oven thermometer.

The Ontario Novelty Co., Dominion Novelty Mfg. Co., Novelty Stamping Works, J. Thompson & Son, and the Worth-Martin Co., all of Toronto, are makers of all kinds of novelties and may be able to supply the article required.—Editor.

Floor Tiling.—J. R. Myers, Stratford, asks the names of manufacturers of tiling suitable for flooring, wainscoting, etc.

The Toronto Fire Brick Co., Toronto ; The Milton Pressed Brick Co., Milton ; Robt. Reid, Montreal ; R. Campbell Sons, Hamilton, are makers.—Editor.

MANUFACTURE OF WOOD ALCOHOL.

Wood alcohol is obtained by the dry distillation of wood. Hardwood cut into cordwood size is allowed to season thoroughly, in two years being dry enough to yield good results. The seasoned wood is placed in cast-iron retorts. A slow fire is built beneath and its intensity being gradually increased as the distillation progresses, and regulated so that at the end of from 12 to 18 hours nothing remains in the retort but charcoal. The distallate is passed through a condenser, by which a portion is condensed into a watery fluid, while another portion passes through in the form of a permanent non-condensable gas. The non-condensable part consists mainly of marsh gas, hydrogen, carbon-dioxide, etc. The portion that condenses consists largely of acetic acid and methyl alcohol, together with acetate of methyl and acetone and a quantity of tarry matter. The condensed distillate is passed into settling tanks, where it remains until the greater part of the tarry matter has subsided. The lighter part is then drawn off and saturated with slaked lime to fix the acetic acid. A second distillation expels the methyl alcohol, which is recovered by means of a condenser and shipped to the refineries in iron tanks being known to the trade as "wood spirit."

CANADA PLATES

Galvanized
Polished
Half Bright

STOCK AND IMPORT

A. C. LESLIE & CO.,
LIMITED
MONTREAL

ROSS BROS.
LIMITED
WHOLESALE HARDWARE

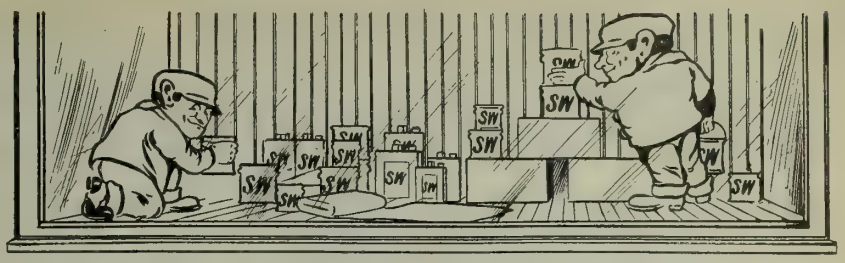
Your customers want

Baling Wire

We have a large stock
and solicit your orders.

EDMONTON, ALBERTA

The
Condensed Ads.
on page 55
will interest you



Good Window Trims.

Messrs. Barry & Butler,
Allentown, P. Q.

Gentlemen:-

I am sending you under separate cover one of our new Window Trims. I would be glad to have you write me your opinion of it. If you should desire extra sets of this trim, we shall be very glad to send them to you.

By the way, have you made use of any of the window displays illustrated in our Handbook on Advertising, sent you some time ago? Some of the ideas shown in this book are mighty good ones, which I know have proven very effective for our agents who have used them.

I would be very much interested in seeing photographs of any particularly good window you prepare, should you have photos taken, and if exceptionally good we may be able to publish it in our monthly magazine, The S.W.P., and furnish you with a few extra copies for distribution to your particular friends and best customers.

Yours very truly,

C. C. BALLANTYNE.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: Toronto, Ont., and Winnipeg, Man.
491

"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William. Ontario.

CAMPBELL'S VARNISH STAIN

The original and only real varnish stain for renewing all **Interior Woodwork, Floors** and **Furniture.**

We would like to tell you about the **Special Advertising Inducements** we offer with an order of these goods.

THE
Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Municipal Undertakings.

Brantford will extend its sewerage system.

Plans for the proposed filtration plant at Toronto are now ready.

Etobicoke Township, Ontario, asks power to start a sewage disposal plant at New Toronto.

Prescott, Ont., ratepayers, will vote on February 15 on a by-law to raise $17,500 for extensions to the sewage system.

Construction work on the central section of Revelstoke's, B.C., sewerage system will be done by T. F. Sinclair. Work will commence on April 1.

The G.T.P. are installing a new water system in Prince Rupert, the old plant having been found inadequate. A reservoir of 50,000 gallons capacity will be erected.

Mr. Fellowes, Toronto's waterworks engineer, states that in order to provide proper water supply for East Toronto it will be necessary to extend the city's high level system.

Vancouver's waterworks construction work for 1909 includes the building of the Little Mountain reservoir and its connection with the city system by the construction of five miles of mains.

City Engineer Rust, of Toronto, has recommended that J. D. Watson, Birmingham, England, and Rudolph Hering, New York, be engaged to make a report on the whole problem of sewage disposal for Toronto.

Railway Development.

A G.T.P. branch line from Yorkton to Regina is proposed.

The Kootenay Central will build 200 miles of road the coming summer.

The Saskatchewan Central Railway is seeking a charter to build five branch lines in Saskatchewan, over 1,000 miles in length.

The Atlantic, Quebec and Western Ry. is proceeding with the construction of the line from Port Daniel to Gaspe, Que., 82 miles.

The Tillsonburg and Southern Counties Radial Electric Railway propose to build a line running from Tillsonburg to London, Woodstock and Ingersoll.

The extension of the Central Ontario Railway from Lake St. Peter to Whitney, a distance of about 20 miles, is under construction, and work will be proceeded with during the coming season.

The Morrisburg Electric Railway has plans under consideration for beginning construction on its projected line this spring. The road will be 70 miles in length and will extend from Morrisburg to Ottawa.

The Heaps Telephone Company, New Westminster, are planning to construct a railway, to be operated by either steam or electricity, for the logging of their timber limits, located along the west side of Stave River.

It is announced that both the Great Northern Railway and Northern Pacific Railway will operate in Manitoba under the charter of the Midland of Manitoba. The company has applied for permission to build a line from Portage la Prairie to Elkhorn, Man., on the Saskatchewan boundary.

Application will be made to the Dominion Parliament to incorporate the Arnprior & Pontiac Railway, to construct a line of railway from the Pontiac Pacific Junction Railway to Fitzroy Harbor, Ont., and High Falls, on the Kingston & Pembroke Railway, also from Fitzroy Harbor to Britannia, on the C.P.R., and to South March, on the G.T.R.

Location surveys have been made for an extension of the Quebec, Montreal & Southern Railway from Ste. Philomene, Que., to Quebec bridge, 41 miles, but that contracts will not be let until the completion of the Quebec bridge is an assured fact. Surveys also have been made for extensions to Levis, an additional seven miles; and for a branch from Becancourt to St. Lawrence River, four miles.

D. D. Mann, vice-president of the C. N.R., stated that at an early date a line would be constructed from Edmonton northwest to Fort Assiniboine, on the Athabasca River, and eventually to Lesser Slave Lake and the Peace River Crossing. It is also understood that the C.N.R. will build a line from a point near the eastern boundary to Edmonton, north of the Saskatchewan River. Another line will probably run from Strathcona to Calgary. Other important extensions are contemplated.

The Farmers Ry. is seeking power to construct a line or lines of railway from Regina to Humboldt, and thence to Melfort; from Melfort northerly along the Carrot River to the eastern side of the Province; from near the Carrot River west to Prince Albert; from near Humboldt to Saskatoon, and from Saskatoon northwesterly to the west side of the Province; from or near the south end of Last Mountain Lake to Moose Jaw, and from Moose Jaw south to the international boundary, and to extend the line from Regina southeasterly to the international boundary.

Public Buildings.

A new C.P.R. station is proposed for Yorkton, Sask.

A $6,000 public school will be built at Wilkie, Sask.

A new public school will be erected at Centreville, N.B.

The erection of a new Roman Catholic church in South London is contemplated.

A new Roman Catholic Church will be erected at Palmerston, Ont., in the spring.

The congregation of Murray Street Baptist Church, Peterborough, are considering the erection of a new building.

The Wentworth County council have been notified that a House of Refuge must be erected before January 1st next.

Dr. Sheard, the Medical Health Officer for Toronto, is asking for $60,000 for the enlargement of the Isolation Hospital.

The Corporation Ecole Hautes Etudes have taken out a permit for the erection of a school at Montreal, at a cost of $240,000.

It is rumored that the G.T.R. are purchasing property in Hamilton with the view to the erection of an up-town station.

The Toronto Exhibition directors have received plans for the construction of a new poultry building estimated to cost $26,000.

At a recent meeting of the Fernie, B.C., city council it was decided to take tenders at once for the erection of the new municipal buildings.

Plans for the erection of a two-storey brick school building to be erected at Paddon's, near St. Thomas, at a cost of $4,600, have been accepted.

It has been decided to erect a new school building in Chelsea Green, London South, early this spring. The building will cost in the neighborhood of $3,000.

Competitive plans are invited for a new Collegiate Institute to be erected in Port Arthur. The building will cost $60,000, allowing $15,000 for heating, plumbing, ventilation and equipment.

Dr. A. R. Perry, of Conn, has purchased the residence formerly owned by A. M. Martin, Mt. Forest, Ont., and will at once convert it into a private hospital, making considerable alterations.

It is reported that the Sparrow Company will rebuild the Academy of Music at Montreal on another site if their present building is razed for the proposed extension to the S. Carsley Co.'s building.

The contract for the erection of a Catholic seminary at St. Hyacinthe, Que., has been awarded to Andre Bonin. The building will be of fireproof terra cotta construction, and will cost $200,000.

General Building Notes.

J. Stevens & Son will erect a $10,000 warehouse at Toronto.

The Standard Chemical Works will erect a large office building at Toronto.

The I.O.O.F. contemplate the erection of a large solid brick building at Guelph.

The London Loan Co. have let a contract for the erection of a three-storey office building at London.

Among the buildings contemplated for erection at Halifax this season are a large hotel building, a new factory for the Anderson Furniture Co., a large boat house on the Arm, near the end of Jubilee Road, and a new hotel building at Bedford.

The building operations in Toronto for January were not as active as during the same month last year. The approximate value of permits granted was $380,025, as compared with $474,453 last year. The number of permits, however, shows an increase, there being 151, as compared with 109 last year. There were 220 new buildings involved in the permits, as compared with 128 last year.

The building operations at Montreal during January exceeded those for the corresponding month of 1908 by $41,470. There were 33 permits for new buildings, the estimated value of which was $99,745; and 17 for alterations and repairs, for an estimated value of $20,375, a total of $120,120. Last year the permits for new buildings in January numbered 27, for an estimated value of $55,650, and for alterations 9, of an estimated value of $23,000, or $78,650 in all.

Dealers Everywhere
find the Iver Johnson Truss Bridge frame a tremendous selling argument.
It means long life to the bicycle. A rigid frame preserves perfect alignments of all running parts. Saves wear and tear. Makes an easy running machine.

Iver Johnson's Arms & Cycle Works
Factory and General Sales Office:
330 River St., Fitchburg, Mass.

IVER JOHNSON TRUSS BRIDGE BICYCLE

New York Office: 99 Chambers St.

Send for 1909 Catalog. It illustrates all the new Iver Johnson models and explains how, in all details of structure, the Iver Johnson Bicycle is far ahead of any other wheel on the market. Send for catalog to-day

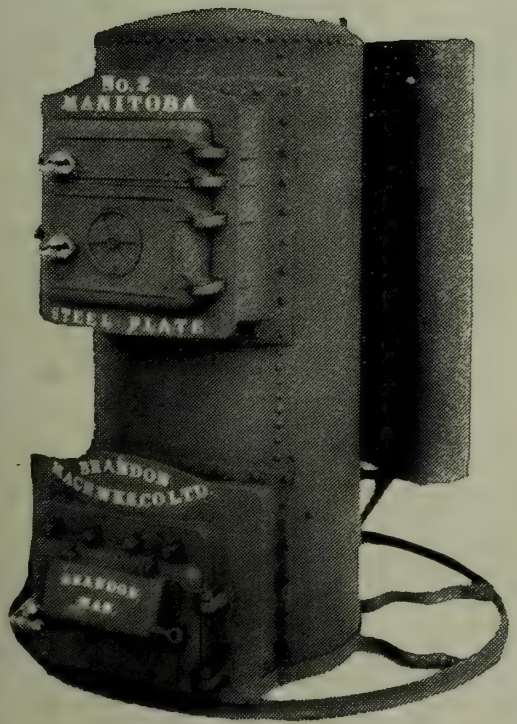
Pacific Coast Distributors:
BAKER & HAMILTON,
San Francisco, Cal.
Southern Selling Agents:
HENRY KEIDEL & CO.,
Baltimore, Md.

Men Who Sell Things

By Walter D. Moody

Technical Book Department - - 10 Front Street East

The Condensed Ads. in Hardware and Metal bring results. Try one.



We Want Agents

to sell the

Manitoba Steel Plate Furnace

We want a good hardware man in every town to handle our furnace. It will burn Souris and other soft coals mined in the West, and it will burn them economically. It is the furnace Western people have been looking for. If you are from Missouri, so much the better. Ask us and we will show you.

The consumer saves 25 to 40 per cent. on fuel when he uses the Manitoba.

The Brandon Machine Works Co., Limited

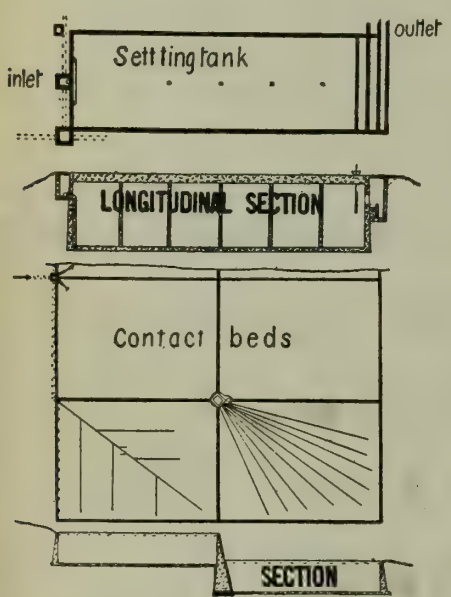
Brandon, Manitoba

Sewage Disposal System for a Small Town

Prof. H. N. Ogden in Domestic Engineering.

Balston Spa is a town of about 6,000 people situated on the Kayaderosseras creek about four miles from Saratoga lake. The domestic sewage for purposes of the design was estimated at 500,000 gallons, in addition to which 400,000 gallons of tannery wastes entered the sewers, possible filtration bringing the total estimated daily flow of sewage up to 1,000,000 gallons per day. The plant is of particular interest from the fact that nearly one-half of the daily flow of factory waste is of a kind usually considered difficult to handle.

The sewage is delivered from the village to a receiving tank on the outskirts, the capacity of the tank being one-quarter of the day's flow. It is 70 feet in diameter, 9 feet deep and divided into two equal compartments by a concrete wall extending from floor to



System at Balston Spa, N.Y.

roof. In this way either one or both compartments may be used at will. The suction pump is built on the side of a circular well and is 12 by 24 feet and 8 feet deep. A single-action plunger pump forces the sewage from this well to the settling tanks, which are 2,700 feet away and on the top of a hill about ten feet higher. The settling tanks are three in number, so arranged that they may be operated singly, in sets of two, or all at the same time. Each tank is 111 feet long, 35 feet wide and averages 7½ feet deep, containing 218,000 gallons.

Tanks Can Be Operated Singly.

The pump well, holding sewage about three hours, delivers the sewage to these tanks already partially septicized, and with only one of the tanks in action an eight-hour period is obtained, and with the three tanks in operation a detention period of not far from twenty-four hours can be counted on. The force main enters a concrete manhole at the tanks and from there is led by a twelve-inch pipe into the tanks, two openings being provided for each tank. No baffle walks are provided at the inlet end, but a movable baffle wall operated by screws is provided about four feet from the outlet end. Each tank is provided with a twelve-inch sludge valve and sludge pipe connection, opening out onto sludge tanks behind the tank. The outlet weir is of stone, eighteen inches wide and two inches thick, built into the end concrete wall with a slope of one inch outward. Just behind this outlet weir and following the outlet channel, which is two feet wide and two deep, is a deposit of coke breeze filter. This coke bed is intended to arrest the progress of particles in suspension which pass out from the settling tanks, and to that extent protect the contact beds from clogging. It is also stated that this coke bed will act as an aerator and start the exudation of the effluent.

From the settling tanks the sewage passes to the contact beds, of which there are four primary and four secondary. The effluent from the tanks flows directly to the gate chamber of the contact beds through a twelve-inch vitrified pipe sewer. The gate chamber is four feet square and has four bronze mounted valve gates which control the flow of sewage to the four primary contact beds. These beds are each 120 feet wide and 6 feet deep. The contact material is broken field stone of a hard and crystalline character like granite and very uniform. The depth of this material is five and one-half feet. The under-drainage of the beds is secured by a series of nine lines of fiveinch horseshoe tile underdrains laid on the concrete floor and radiating towards the centre, at which is the gatehouse. The gates of the valves, which control the emptying of the primary beds as well as the emptying and filling of the secondary beds, operate by hand. There is a float gauge with an indicator in the gatehouse which shows the level of the sewage in the bed. A twelve-inch gate valve opens and shuts to control the flow from the beds. It is estimated that each bed will hold 130,000 gallons of sewage independent of the contact material.

MEETING OF HARDWAREMEN.

A general meeting of the Canadian Wholesale Hardware Association was held at the offices of Jenkins & Hardy, Toronto, on February 9, at which representatives of the wholesale hardware trade from Montreal, Ottawa, Hamilton, London and Toronto were present. The meeting, which was a continuation of the adjourned Montreal meeting, held a couple of weeks ago, discussed a number of questions of interest to the trade, especially in regard to the matter of prices, but no action was decided on for the present.

The outstanding question was one with reference to shortening the terms of credit, reducing the discount limit from three to two months. A great deal of discussion was indulged in, but the consensus of opinion showed that while nearly all admitted the wisdom of getting closer to a cash basis the present was regarded as an inopportune time to make a radical change, owing principally to the depressed condition of industry and general trade during the past year.

President Stark was in the chair, and Secretary James Hardy took charge of the minutes. The meeting was successful and satisfactory in all respects. The annual meeting will be held in October.

ANNUAL MEETING CANADA PAINT CO.

The annual meeting of the Canada Paint Company, of Montreal, was held at their city offices in Toronto on Tuesday, Feb. 9 last. There was a large attendance of stockholders present. All the directors were present except the president, S. F. McKinnon, toward whom much good will was expressed in the present state of his health.

The statements submitted by the managing director, Robert Munro, of Montreal, were very gratifying to the shareholders notwithstanding the general depression of business in industrial centres during the past year.

The usual dividends were declared and all the old directors re-elected as follows:—

President—S. F. McKinnon, Toronto.
Vice-President—Thos. Walmsley, Toronto.
Managing Director—Robt. Munro, Montreal.
Secretary—Sir Henry M. Pellatt, Toronto.
Treasurer—H. W. Aird, Montreal.
Directors—Samuel Trees, Toronto; George H. Balfour, Quebec; and Charles H. Nelson, Montreal.

The company have recently erected an extensive branch in Winnipeg, and have purchased within the last few weeks property in Montreal for the purpose of enlarging their works at the head office.

The Toronto office of the Canada Paint Co. is being removed from 90 Bay Street to the Peterkin Block, on the same street, where commodious and attractive quarters have been secured. The offices will be under the same management as during the past nine years, H. Clucas being still city sales manager.

News of the Paint Trade

THE SPRING CAMPAIGN.

With the spring rapidly approaching the paint dealer should lose no time in preparing for his campaign. There is plenty of trade to be secured if he goes after it in the progressive way, and in good time. Many merchants seem blind to the fact that the paint demand needs cultivation just in the same way that the other hardware lines do, although the methods employed may vary a little. To delay preparations, to leave off the consideration of that campaign until the last moment, is as fatal as being without the goods when the demand does come. The best methods to adopt in pushing paints—the methods that will be most suitable for any particular districts—cannot be decided in a minute or the full force of their employment be felt within a day. The campaign must be an educative one, and education is a process of repeated knocks and not of one hard blow.

Therefore, the dealer in considering his circular or card scheme, should not limit himself to one issue, but should adopt a follow up policy. A single circular, no matter how strong it may be in itself, is soon forgotten. But another circular, and still another circular cannot fail to command the attention of the reader, until, when the time for painting does arrive another convert to the need of painting has been secured.

In these circulars, or announcements, the attempt should be made to focus the mind of the reader upon the fact that paint acts as a preservative, a beautifier, and a disinfectant, and that no house is so perfect that paint inside or outside is not needed. Enlarge upon the fact that painting is a necessity and not a luxury, and that the more cheery the house, the happier its inhabitants. Then when these circulars have been thoroughly disseminated in the district, send out a bold announcement as to the new spring stock, and the ability of the merchant to take care of any wants in the paint line.

In these dull days the hardware man also has time to look out the property owners in his district, to employ if possible a personal canvass, and to call in the aid of the manufacturer who will follow up any names given them with the strong arguments and literature that are at their command. By repeated knocks can the dealer give the best effect to his campaign, and therefore the sooner he starts on his first move, the better are his chances of success at the opening of the spring painting season.

BARGAIN SALES A MISTAKE.

Although bargain sales may be very useful in clearing off broken lines and somewhat dead hardware stock, it is not advisable for the merchant to have any bargain sales and reduced price day for his paint department. People only paint when they need it. If they do not need it and are not contemplating painting, you could hardly make them a present of it. A man can always make use of clothing and articles of food, but he will never store paint in his basement for use a couple of years later.

Then, again, while your sale is going on probably some of your old customers

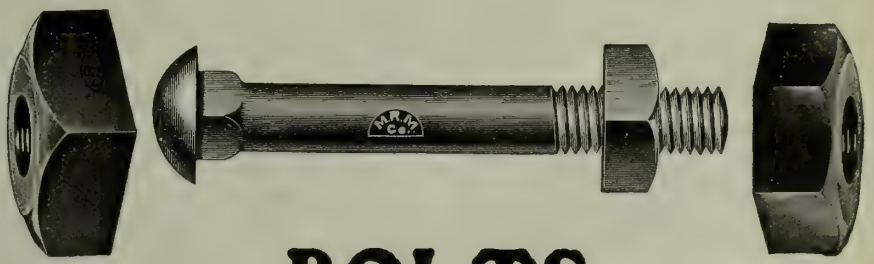
We'll help you sell them

When you stock Floorglaze Enamel, M.L. Paints, or anything else we make, our interest in you doesn't lapse till it's time for your next order. Not much! We keep busy right along helping you to sell the goods—moving that stock out in a hurry to make room for more. That's one reason why we keep friends with the trade. Another reason is found inside the cans. When you get ready to handle a really complete line of paints, varnishes, enamels, etc.,—and a line that sells and satisfies—this is the address to write to:

Imperial Varnish & Color Co., Ltd.
OF TORONTO

Please correspond with place nearest you.

All our lines carried in full assortment by Imperial Varnish & Color Co., Ltd., 542 Beatty St., Vancouver; Mason & Hickey, 108 Princess St., Winnipeg, Man.



BOLTS

The claim we make for our Bolts is that they are as good as any made.

Material in them is of the best; threading is full and true, and Nuts perfect fitting.

Their excellent qualities commend them to users of these goods.

Specify "M.R.M."; the brand that gives satisfaction.

The Montreal Rolling Mills Co.

contemplating painting will come in. Although not aware of the sale you were carrying on, yet they must be given advantage of the reduced prices and you must suffer the loss of the difference.

DISPLAY PAINT LINES.

"If the paint dealer would take a lesson from the big departmental stores," writes R. W. Evans in the American Paint and Oil Dealer, "he would have his paint line displayed on counters and shelves in a way to attract the attention of casual customers. It is perfectly practicable to prominently and attractively and impressively to display a mixed paint line on the counter; helped with proper cards, painted, perhaps by the local painter, which will catch the eyes of all comers.

House painting is often thought about during the winter and inside painting continues throughout the winter. I am not one of those who believe that a paint dealer should relegate his paint stock to the rear during unseasonable weather. I wouldn't recognize or encourage any "dull times" season by relaxing any efforts. Instead I would write short, crisp personal letters to the house-owners and the housewives of my town calling attention to my paint line in a way that would get them into my store. Before fly-time comes I would make them know that I had screen paint. When springtime comes I would make them understand that I had stove-pipe enamel, etc. Before house-cleaning time comes they would surely know that I had floor varnishes and paint for touching up porch floors and porch furniture. During the muddy season in spring I would make them understand that the old buggy needed painting and that I had the best buggy paint on earth. Whenever they thought of paint they should think of my store and when they thought of my store they couldn't help thinking of paint.

And I would not neglect the local painter. I do not believe that there is one paint dealer in twenty-five who really understands that the average painter can make more money by buying a first-class prepared paint than in buying materials which require a lot of time to break up and properly tint. The handy package of ready goods has come to stay. The man who first prepared to put up a first-grade prepared house paint was told that he was a fool, but to-day we see that every year about 100,000,000 gallons of ready paint is sold in tin packages. The "ready-to-use" idea has come to stay, and the painter finds that he cannot get along without goods put up in this manner even though he may frequently buy certain paste goods to enable him to compound for special purposes.

Paint and Oil Markets

MONTREAL.

Montreal, Feb. 12.—Orders have kept up well this week both for immediate and future delivery. It is evident that the opening of navigation will be marked with plenty of activity in the shipping departments. There is no change to note in the markets. The demand for turpentine is steady. Red lead is firm, with stocks showing signs of depletion. Varnishes are moving well, and altogether there is a good tone to the markets.

TURPENTINE—Stocks are said to be very large at the main shipping points, business in the United States not having developed very rapidly. However the spring crop is some distance off, and with a steady local demand quotations have been maintained. We quote 58c for single barrels.

LINSEED OIL—The cautious spirit which has been in evidence for some time past in regard to linseed oil still prevails, and the market is in consequence none too buoyant. There is no change in prices, and we quote: Raw, 1 to 4 barrels, 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9 barrels, 61c.

GROUND WHITE LEAD—Shipments are more heavy than for some time past, and jobbers in consequence are beginning to overhaul their stocks. Prices are well maintained, and we quote: Strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—Stocks received by open water are showing signs of depletion, and to keep up with the fair demand which now exists, shipments are arriving by way of Portland, Maine, and St. John, N.B. Freights are stiff, and consequently there is a firmness in prices. We quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

VARNISHES—There is a good movement both to varnishes in tins and to the bulk form in barrels. Lower prices in shellacs have contributed in some small degree to stimulate sales, and prospects are bright for a good spring turnover.

PARIS GREEN—A fair quantity of Paris Green is moving, and while there is no great snap to the bookings as yet prices seem well maintained. We quote: 1-lb. packets, 100 lbs. in case, 21c; 1-lb. packets, 50 lbs. in case, 21½c; ½-lb. packets, 100 lbs. in case, 23c; 1-lb. tins, 100 lbs. in case, 22c.

WHITE ZINC—There has been an improvement in the demand, and fair orders are now moving out. Quotations are as follows: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—The Putty demand seems to have fallen into a rut, and the bookings are light. We quote: Standard putty, 880-K. casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

Second question you should ask about any line of goods is:—"Is it profitable to handle—is it a money maker?

"English" Liquid Paint Gives the Dealer a Good Margin of Profit.

Although "English" Liquid Paints are the highest grade on the market—70% pure White Lead—30% pure Zinc White—guaranteed pure, our price to you is moderate.

We have our own white lead works—the only paint makers in Canada that corrode white lead. All of the 70% pure lead used in "English" Liquid Paint is Brandram's B. B. Genuine Government Standard White Lead.

We have our own dry color works.

We have our own linseed oil refining plant.

You can maintain "top of the market" selling prices on "English" Liquid Paint because you are selling the highest grade paint in the field. You are largely independent of competition because no other dealer in your town can offer a paint up to the standard of 70% pure white lead—30% pure zinc white.

High quality means satisfaction and satisfaction brings your customers back to your store and sends their friends to you.

Just send us a postal card for prices and selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

MURESCO

This is what a painter says:

"Your wall preparation called "Muresco" is the finest preparation I ever applied to a wall. It spreads easily, free from laps, and dries out clearly. I have put it to the utmost test with the finest satisfaction. It has done for me what all others have failed to do."

E. W. Flunder, Almonte, Ont.

There's a hint for YOU

It just shows that you can build up a big Muresco business by going after the painters' trade. The season is approaching when Muresco becomes a particularly brisk seller. Are you prepared to push this quick-selling, customer-pleasing, profitable line?

Write Us To-Day for Cards and Prices

BENJAMIN MOORE & COMPANY, Limited

Makers of Muresco and High-Grade Paints, Colors and Varnishes

WEST TORONTO, CANADA

New York **Chicago** **Cleveland**

Keep the Pot Boiling.

Stir up the fire and keep the paint business boiling hot in your town, Mr. Dealer. There's nothing like a steady fire of facts to **"warm-up"** consumers to your proposition. So don't spare the fuel nor let the fire smoulder and die down so long as there's a building in your town that needs painting. Wherever there's a house that needs paint there's a possible customer for **Martin-Senour 100 Percent Pure Paint.**

And there ll be money in it for you to convince that customer, supply the **Martin-Senour Paint** and pocket the profit. A permanent, growing paint business can only be built on **quality paint.** That's why **Martin-Senour Paint** dealers do a bigger, better business year after year. That's why it will pay you to get our plan and let us help you kindle the right sort of fire under your pot. Remember that more depends upon the paint than upon the poker, so write today for the only way.

The MARTIN-SENOUR CO., Ltd.

Pioneers of Pure Paint

MONTREAL
The Winnipeg Paint & Glass Co., Ltd., Winnipeg

CHICAGO
The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

TORONTO.

Feb. 12.—While continuing the old quotations there is a somewhat unsettled feeling with regard to turpentine and Paris green prices. Montreal is selling turps from two to three cents below the figure asked locally. The South reports an easier feeling and this to some extent has has had its effect here. Jobbers, though rather expected to see turpentine go up another cent and are surprised at the easy tendency. This has unsettled prices. One Toronto house is selling at 60 cents plus cost of barrel.

In Paris green while no lower price is quoted jobbing houses are reaching out after business and the market is easier with trading waiting for the outcome. All other lines are unchanged in condition and price.

TURPENTINE — Single barrels are still at 62c ; 2 to 4 barrels, 61c ; and 5 gallon lots 67c. The market shows an easier feeling. One Toronto house is selling turps at 60c per single barrel. Eastern markets are quoting lower prices than Toronto, and orders are light in consequence.

PARIS GREEN—With the jobbing houses reaching out for all the business they can get hold of it is no wonder that an easy feeling is abroad. Good business is being done and the orders are satisfactory, both in size and number. The market figures are unchanged from last week. Barrels are 20½c and 25-lb. drums 21¾c.

LINSEED OIL — While interesting abroad, locally the linseed oil situation is rather dull. Prices are unchanged and the market is firm. Raw is 59c for 1 to 4 barrel lots, and 58 for 5 to 9 barrels. Boiled is 3c higher than these figures.

GLASS AND PUTTY—Still good sellers are these two lines, though orders are not so heavy as a month ago. A little speculation regarding future glass prices is indulged and this to some extent has limited the number of orders. Unchanged prices prevail.

WHITE LEAD—The market is without quotable change, but firm despite the recent weakness in pig lead. Increased sales are reported and more satisfactory business is being done. No. 1 is at $5.40 to $5.65 ; pure white, from $5.80 to $6, and a superior line is at $6.25. In red lead the movement is chiefly of a jobbing order. Genuines is quoted at $4.50 for casks and $4.75 to $4.80 in 100 lbs., which are the quotations of last week.

STAINS AND VARNISHES—Quietly steady about describes the business done in these lines. No increase in price is yet noted.

PETROLEUM—With the lengthening days demand is expected to fall off somewhat, but as yet nothing of this sort has occurred. Prices are unchanged. Prime white is 13½c; water white, 15½c, and Pratt's astral, 17½c.

EVOLUTION OF READY-MIXED PAINTS.

A good idea of the development of the ready-mixed paint industry in the United States can be gleaned from an interesting article by A. M. Stringer, published in Hardware. "The beginning of the paint, oil and varnish industry," said Mr. Stringer, "was in 1715 when a mill was established in New York City for the manufacture of linseed oil. In 1718 John Prout, jr., erected a similar factory in Connecticut. In 1786 four oil mills were in operation in Lancaster County, Pa. This growth of the linseed oil industry had not been without its effects in stimulating the use of paints.

By 1795 the use of paint had become common. In the towns even the ordinary householder used paint about his dwelling. If an outside coat were beyond his means he painted the inside woodwork at least. The churches and public buildings were all decorated with paint. The white house with green blinds was then and for many years after, the sole type of perfect house decoration. The aesthetic colors and shades and the blending of more harmonious tints began in the nineteenth century, but were not used in general, particularly as seen in the modern house, until quite recently.

The first attempts to manufacture white lead in this country were made in Philadelphia by Samuel Wetherill in 1804. Red and white leads were made by him in as good a quality as could be imported.

In 1806 color-making was begun experimentally by Anthony Tieman, who regularly started in its manufacture in New York City in 1807. In 1820 chrome yellow was first made in America by William Guest, of Baltimore. Prior to 1828 all varnish consumed here was imported. The first establishment for making it was founded by P. B. Smith in New York in 1828. It was not very long after this when the manufacture of paint became more general and Philadelphia came in for a large share of credit, building up her fame in this line. The Wetherills, Schracks, Shoemakers, Lewises, Harrisons and others established themselves here. Contemporary with these came John Lucas, who, if he did not quite as soon establish the business in this country, had acquired a good knowledge of it in England. He was a fine chemist and knew how to apply his knowledge to the manufacture of paint. About the middle of the last century, say 1865, Averill introduced his ready-mixed paint and patented it shortly after; other firms very soon followed suit.

CANADA PAINT CO. REMOVE.

The premises occupied as offices by the Canada Paint Co., at 90 Bay St., Toronto, and owned by Robert McCausland, were sold this week to a party represented by E. Cronin, broker and real estate dealer, for $30,000. The present intention of the buyer is to remodel the building to accommodate a larger number of offices. The Canada Paint Co. will remove its offices before March 1 to the Peterkin Building, two blocks further up the street.

The Thornton-Smith Co., Toronto, have obtained a contract for the interior decoration of St. Mary's Church, Lindsay, recently damaged by fire.

A.F.E.

Amberite Floor Enamel. If the floor is rough give it a coat of the Priming Paint made by the Canada Paint Company and one coat of **Amberite Floor Enamel.**

Amberite Floor Enamel. If the floor has been stained and looks "streaky," sandpaper, and give it a coat of **Amberite Floor Enamel.**

Amberite Floor Enamel. If the floor has been painted and a nice glossy finish is desired, give it a coat of **Amberite Floor Enamel.**

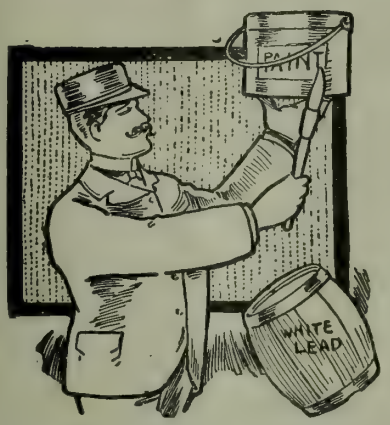
Amberite Floor Enamel. If the floor has been carpeted, discard the carpet and give the floor a coat of the Canada Paint Company's Priming Paint and a coat of **Amberite Floor Enamel.**

Amberite Floor Enamel. If the floor has never been painted or stained, use the Canada Paint Company's Crack and Seam Filler and give one coat of the Canada Paint Company's Priming Paint and finish with **Amberite Floor Enamel.**

Amberite Floor Enamel. If you favor the use of rugs, try a deep border of **Amberite Floor Enamel.**

THE C. P. CO.

Do You Sell Paint?



Let us introduce to you this year the old brand that has stood out for money making and satisfaction for over 60 years, the line of

Ramsay's Paints

You buy at a fair, honest price for pure paint. You get all the helps that go to make a paint trade. You get a handsome can like this.

Wherever these paints are sold it means more business and better profits. Quality and price means common sense. Look to them both. You have them when you get Ramsay's Paints.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 The Paint Makers

A Reputation Builder

New Era Paint

There is never any question about moving a stock of New Era Paint —its quality is so good and its price so moderate that it keeps you humping having enough stock to meet the demand. Try the effect of New Era Paint for your spring trade.

Color Cards and Prices on Request.

Standard Paint and Varnish Works Co.
Limited

Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.
Manufacturers
RAILWAY, CARRIAGE AND BOAT VARNISHES.
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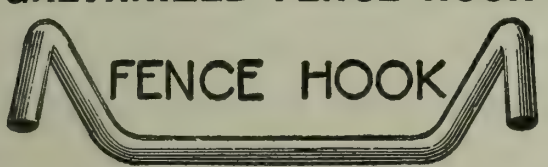
MONTREAL

GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

Recommend this
for interior finishing that's exposed to wear and tear.

Elastica No. 2

(In Sealed Cans Only)

Produces a beautiful lustre over natural, painted or grained woods and is extremely durable. It is therefore especially adapted for hallways, bath-rooms, dining-rooms, kitchens, window sills, bar fixtures and general inside housework requiring a finish of extreme durability. It dries free from dust in from seven to nine hours, is very elastic, and will not scratch or mar white.

INTERNATIONAL VARNISH COMPANY, LIMITED
TORONTO - - CANADA

Manufacturers of
Lacqueret, Elastica, Gutta Percha and Flattine Floor Finishes and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

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SOMETHING NEW IN VARNISH

"DREADNAUGHT FINISH"

For interior or exterior use.

A varnish especially adapted for general use on such as:—Front Doors, Ceilings, Walls, Furniture, Carriages, Boats, etc., etc.

Put up in tins of assorted sizes and packed in cases of ten gallons.

This **general purpose** varnish is a most convenient line for the dealer.

Saves time in filling customers orders.

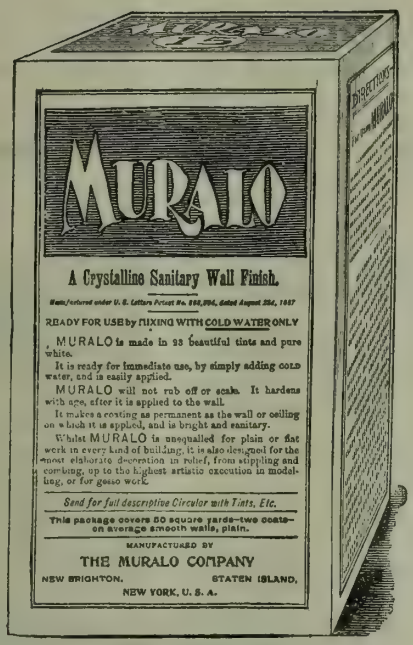
Does away with the necessity of carrying a number of different varnishes.

P. D. DODS & CO., Limited

MONTREAL

MURALO

SANITARY WALL COATING



Muralo is the pioneer of Sanitary wall coatings —and for 15 years has enjoyed the largest sale, chiefly because it will, under any circumstances, give superior results. Muralo is made in 28 beautiful tints and has remarkable covering power, spreading qualities and artistic finish.

SHOULD BE HANDLED BY ALL HARDWARE AND SUPPLY STORES

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ASHDOWN HARDWARE COMPANY
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SOLE MANUFACTURERS

THE MURALO CO.

NEW YORK

The Largest Manufacturers of Water Paints in the World.

Canadian Agents:
A. RAMSAY & SON CO.
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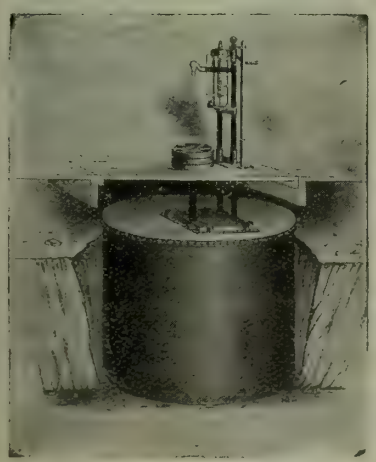
Turn Your Losses Into Profits



Cut 6—Under the Floor Outfit

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5446. Write to-day.

S. F. Bowser & Co. Limited

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If you have an old Bowser and want a new one, write for our liberal exchange offer.

For 20 Years *Alabastine*

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In ever-growing popular demand because it has met the public demand for a

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that will not decompose, moulder or decay, or rub off and has not to be washed and scraped off the walls before they can be redecorated. Ready for use with cold water. Simple and easy of application. Any one can brush it on and make a good artistic finish.

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SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
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LONG LIFE METALS

Copper Hardened

SWASTIKA

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Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

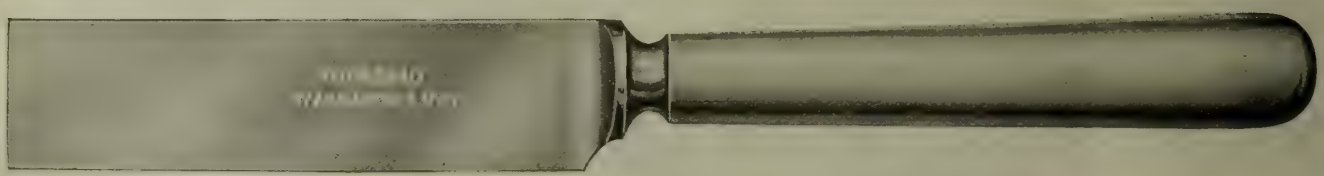
Will stand High Speed and Heavy Pressure Grade High, Price Low. 25c. lb. *Write for Booklet*

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

"SUPREMO" Warranted 6 Dwt.

Put up in neat rack boxes containing one half dozen.



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Head Office, Toronto

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Income for 1906, over 3,609,000

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Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

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This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

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This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

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The most popular hotel in

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Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.
Open Now. Closes on May 1.

THE "SPECIAL" SAW SET

FULLY WARRANTED.

This saw set is used to set hand saws of all kinds, and can be used by an inexperienced person with as good results as by the most experienced mechanic.

Buy through your jobber and if he hasn't got them write us.

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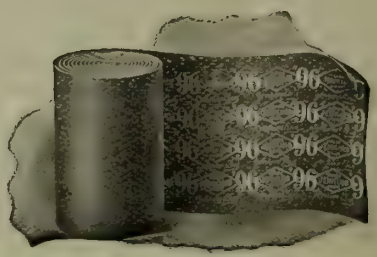

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OFFICE & WORKS
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Gray's Perfect

Blue Print Patterns

For Sheet Metal Work

The growing demand for these patterns proves their accuracy and time-saving features. They are made full size, on heavy blue print paper. The largest patterns can be transferred on metal in *two* minutes.

ELBOW PATTERNS

Made in two sets.

SET A—Comprising 80 patterns, developed on a sheet of 24x68 inches, sizes ranging from 1 to 20 inches, in two, three, four and five pieces. Price, $1.50

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SETS A and B together, 160 patterns, with chart showing all the angles and degrees of same. Price - - $3.00

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The FOUNTAIN Sprinkler

NOT merely a round box with holes punched in it to let the water out —BUT a perfect Lawn Sprinkler.

NOT merely a group of straight round streams working with mathematical precision—BUT a natural shower of spray.

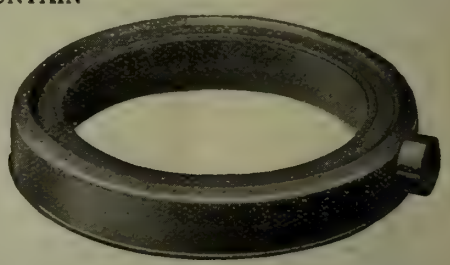
The Sprinkler with the "MIST LIKE SPRAY."

No other Lawn Sprinkler can produce the beautiful—The perfect results like the "FOUNTAIN."

The name "FOUNTAIN" is plainly marked in raised letters on the bottom of every Genuine, Original FOUNTAIN Sprinkler.

When you think of Lawn Sprinklers — Think FOUNTAIN
When you buy Lawn Sprinklers — Buy FOUNTAIN
And insist on getting the FOUNTAIN
Stick to the Sprinkler you KNOW is right.

Do you want a sample for comparative test.
Post paid to any dealer at the wholesale price.



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HOW TO ACCOMPLISH IT.
By J. Angus Macdonald.

Practical Work for Advertisers and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you too.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. Makers, PONTARDAWE, Wales

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

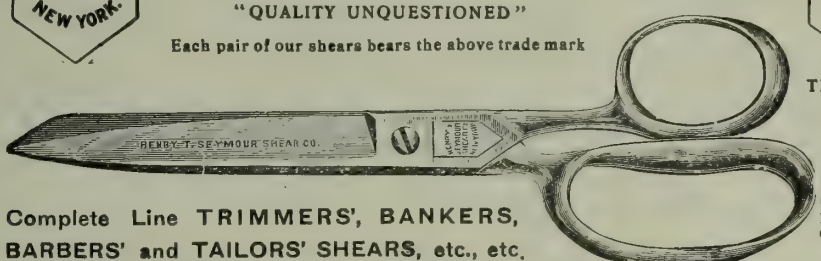
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

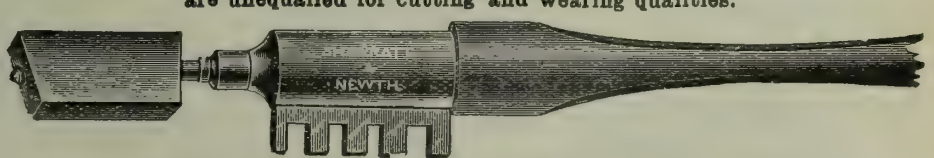
Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

The Roofing House of Canada

Leading Lines of Reliable Goods

BLACK DIAMOND TARRED FELT

JOLIETTE and CYCLONE SHEATHING

"GENASCO" READY ROOFING

Get our prices in good time for Spring Trade.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

February 13, 1909

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb....	0 09½
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch.........	2 50	2 50
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 60
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 26
" seamless base	0 26

Copper tubing, 4 cents extra.

COPPER. Per 100 lb.

Casting ingot...........	15 60	15 25
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz...................		21 00
Plain, 16 oz,, 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base..................		30 00
Braziers' (in sheets). 4x8 base...		0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 50
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60
Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60...................	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ..	3 70	3 50	3 65	....
22-24 ..	3 95	3 75	3 75	3 95
26........	4 20	4 00	4 15	4 20
28........	4 45	4 25	4 35	4 45

Less than case lots 25c. extra

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 50

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		18 75
Middlesboro, No. 3 pig iron..	19 50	21 00
Summerlee, No. 2 " ..	20 50	21 50
Carron No. 1	22 50	....
Carron, special......	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor, charcoal iron........	32 00	32 50
Ferro Nickel pig iron (Soo)....	....	25 00
Angles................	2 60	2 50
Common bar, per 100 lb......	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 25
Mild steel............	1 90	....
Sleigh shoe steel.............	1 90	2 05
Iron finish machinery steel (domestic)	2 00	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 05
Sheet cast steel.....	0 15	0 15
Toe calk steel................	2 40	2 75
Mining cast steel....	0 07½	0 08
High speed	0 60	0 60
Capital tool steel............	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel.............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $31 50 31 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C,14 x 20 base	....	$6 00
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50

Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

'Dominion Crown Best"—Double Coated, Tissued.		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.		
I C, 14 x 20 base..........	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " } 6 75

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 70	3 80
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 50	5 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 12½
Light copper bottoms	0 10	0 11
Heavy red brass....	0 10	0 11½
" yellow brass	0 08½	0 09
Light brass................	0 06½	0 06¾
Tea lead........	0 02½	0 02½
Heavy lead................	0 02½	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No.1	13 50	14 00
Stove plate................	11 00	12 00
Malleable and steel	9 00	8 00
Old rubbers....	0 07½	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 70 p.c.
Standard Compression work, 65 and 5 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " " ...... "	1 65
No 7 Fuller " " .... "	2 00
No. 4½, " .... "	2 00
Patent Compression Cushion, basin cock, hot and cold, each..........	$1.25
Patent Compression Cushion, bath cock, No. 2208, each................	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4¾c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch........	2 03	⅛ inch........	2 86
¼ "	2 25	¼ "	3 08
⅜ "	2 63	⅜ "	3 48
¾ "	3 56	¾ "	4 71
1 "	5 11	1 "	6 76
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 9
4 "	33 48	4 "	44 28

Malleable Fittings—Canadian discount 40 per cent.; American discount 25 per cent.
Cast Iron Fittings 70; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb...... 4 50 4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Montreal	Toronto
Per lb.		
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping........................	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked.......................	0 05½
Green copperas (green vitrol).........	0 01
Sugar of lead..........	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.		....	0 08
Chrome yellow	"	....	0 16
Golden ochre	"	....	0 10
French "	"	....	0 08
Chrome green	"	....	0 09
French permanent green	"	....	0 13
Signwriters' black	"	....	0 15
Marine black, 25 lb. irons..........			0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls 1 00

PARIS GREEN.

Barrels..........................	0 20½
25-lb. drums...........	0 21½

PIGMENTS.

Orange mineral, casks........	09
" " 100-lb. kegs	0 09½

Retails at $2.00

"PYRAMID" RAZOR

Always Reliable **Sheffield Manufacture**

From all the Leading Jobbers in the Dominion

PREPARED PAINTS.

Barn (in bbls.) 1 gal. tins	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Pure.	Ordinary.
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 58 0 62
Linseed Oil, " raw	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's O.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 50

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
" union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure aspnaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Canadian door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Ma itime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Caps and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, per barrel	1 70 1 75
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
Iron Clad" paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95
Paving Blocks per 1,000.	
Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Canadian, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in.	"	0 95 1 65
English	"	2 00 4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.75; No. 120, $16 10.
Screen door sets, No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago Spring Butts and Blanks, 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness, crescent, 10 inch, doz		2 25
" No. 141, 10x12, doz		1 00
Hat & coat, crescent, plated, dz.		0 75
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Crescent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Canadian, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 20	2 40
Solid "	1 50	1 75

SASH CORD.

Per lb	0 25	0 26

SHELF BRACKETS

No. 140, 65 and 10 p.c.

STAPLES

Blind and bed, per lb	0 07½	0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	2 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump per cwt.	0 60 0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5	"	0 11½
. & D., " 6	"	0 18
Boynton pattern	"	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.

Canadian, 25 to 27½ per cent.		
Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.	4 40
" " 2, "	4 80
Barrel Underhill	5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

Amatite Roofing

Needs No Painting

If you had a sample of Amatite in your hand you would see in an instant why it needs no painting or coating to keep it waterproof.

It has a rough surface of *real mineral matter* on the weather side.

It is evident to anyone that it is no more necessary to paint such a surface than it is necessary to paint a stone wall. Stone needs no paint; neither does Amatite. It is strong enough in itself to bear the brunt of rain and wind and sun without a protective coat of paint.

To paint Amatite would be a waste of time and trouble.

Amatite will last for many years without any care whatever. It is made to be *trouble proof* as well as *weather proof.*

A roofing that consists of smooth materials, made to receive a heavy coating of paint, is not a roofing at all—the paint is the real roof. If you are told that certain roofings don't need painting when first laid, don't be deceived into thinking that they are like Amatite. The first coat of paint has been applied at the factory—that's all, and it will wear off in a little while and require renewal.

No paint is good enough to make a durable roof; a thick layer of pitch faced with a real mineral surface, is far better—and that means Amatite. **Free Sample and Booklet**—A Free Sample with Booklet will be sent on request to our nearest office.

Paterson Manufacturing Company, Limited Toronto Montreal Winnipeg St. John, N.B. Halifax, N.S.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.......... 1 15
Ivory, No. 1282, 2 foot, each.... ...... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14, 75 and 2½, doz.......... $23 00
Iron, No. 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English, ass skin, No. 1921, 66 ft., doz. 2 85
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No 404, 66 ft, each.... 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's, linen, No. 1822, 66 ft. ea. 1 10
" steel, No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith..........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail...............		4 25
Crown		4 85
Crescent........		6 50
Sovereign........		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25
" " 1¼ x 3-16 in (100 ft) ....

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................. " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter............. per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews'.............. 4 50 11 00

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10½
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11¼
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's....................... .... 0 13½
Berg's, per lb...... .... 0 12½
Brook's....................... .... 0 12½
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise..................... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts..................	60
Bolt Ends....................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list......	75

Nuts, square, all sizes, 4¼c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunk steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d..........................	3 80	3 25
3d..........................	2 85	2 95
4 and 5d....................	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d..................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge...........	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge..................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges................	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	[illegible]
9 and 10 gauges	[illegible]
7 and [illegible] "	1 65
5 and 6 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.: spring, 40c. upwards.
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's........	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½%; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Clauss Brand Household Shears

FULLY WARRANTED

The best Shear on the market for general house use, being an exceptionally fine cutting and wearing Shear.

Manufactured by our secret process.

ASK FOR DISCOUNTS

The Clauss Shear Co., - Toronto, Ont.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste per gross 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $2.50; 3 in., $3.35; 4 in., $4.45; 5 in., $6.00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary per 100 ft. 3 00
Furnace fittings, 50 p.c.

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk cans, 40 p.c.
Creamery Cans, 45 per cent
Creamery can trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism lobes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 p.c

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS

Lithographed, 60 and 10

STOVES

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch "	7 50

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32	
7-inch "	1 47	

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 50 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.75; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. ..... 2 50 Galvanized.... 2 75

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal.—100 lb., Nos. 4 and 5, $3.95; 6, 7, 8, $3 40; 9, $2 90; 10, $3.45; 11, $3 50; 12, $3.05; 13, $3.15; 14, $4.00. F.O.B Pittsburg—Nos. 4 and 5, $2.30; 6, 7 and 8, $2 25; 9, $2.25; 1 , $2.30; 11, $2.35; 12, $2.40; 13, $2.50; 14, $2 00; less than cars, 10 cents higher. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 60 extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 85
Galvanized, plain twist	3 20
Galvanized barb, f.o.b. Cleveland, $2.65 for small lots and $2.55 for carlots.	

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs,	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star mops	1 20
Crescent mops H	1 50
Folding ironing boards	16 25 18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style per doz. 8 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse and Snowflake	54 00
Dowswell	39 00
New Century and Bluebelle	75 00
Daisy	54 00
Stephenson	74 00
Spotless	69 00
Puritan Motor	156 00

WOODEN PAILS.

Cane's wire hoop 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	2 25
Small heel "	4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09½
Pure Manilla	0 11½
"British" Manilla	0 10
Cotton, 3-16 inch and larger 0 21	0 23
" 5-32 inch 0 25	0 27
" ¼ inch 0 26	0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet per doz.	0 85
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" " 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ½c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 30
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 [illegible]
Arkansas "		1 [illegible]
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
" 200 lb. and over		60 00

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Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Boilers and Radiators
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Brantford Screw Co., Brantford.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Box Strapping
Acme Steel Goods Co., Chicago, Ill.

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co , Ltd., Guelph, Ont.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y
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Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
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Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Coal Chutes.
Manitoba Iron Works, Winnipeg, Man.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Fasteners
Acme Steel Goods Co., Chicago, Ill

Corrugated Iron
The Galt Art Metal Co., Galt, Ont.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
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Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
McGlashan, Clarke Co., Ltd., Niagara Falls
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
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Embossed Steel Ceiling
The Galt Art Metal Co., Galt, Ont.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
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Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
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Escutcheon Pins
Hassall, Jno., 183 Lafayette St., New York.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
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Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Roper, J. H., Montreal, Que.

Fire Escapes.
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Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa
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Furnaces.
Brandon Machine and Furnace Works, Brandon, Man.
Butterworth & Co., Ottawa, Ont.
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Galvanizing
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Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
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Glaziers' Diamonds.
Pelton, Godfrey S.
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Grey Iron Castings
Katie Foundry Co., Galt, Ont.

Hammocks
Nelson, H. W., & Co., Ltd., Toronto

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hardware Supplies
The Katie Foundry Co., Galt, Ont.

Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
Canada Steel Goods Co., Hamilton.
Soss Invisible Hinge Co., Toronto.
Standard Mfg Co., Shelby, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Ladders
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Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

Mats, Flexible Steel
Acme Steel Goods Co., Chicago, Ill.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.
Greening, B., Wire Co., Hamilton.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails. Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Hassall, Jno., 183 Lafayette St, New York
Montreal Rolling Mills, Montreal
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Oilers
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Oil Tanks.
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Ornamental Iron and Wire.
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Packing.
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Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
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Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
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Standard Paint and Varnish Works Windsor, Ont.
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Perforated Sheet Metals.
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Plumbers' Tools and Supplies.
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Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

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McClary Mfg. Co., London, Ont.
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McClary's London, Ont.
Pease Foundry Co., Toronto

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Canada Screw Co., Hamilton, Ont.
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Barrett Mfg. Co., New York.
United Roofing & Mfg. Co., Philadelphia, Pa.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

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Sash Weights
The Buchanan Foundry Co, Lebanon, Pa

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Spear & Jackson, Sheffield, Eng

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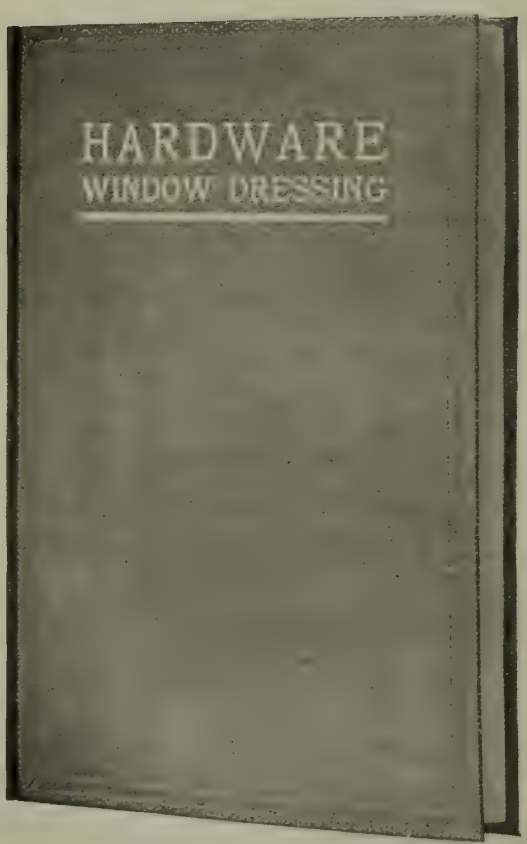

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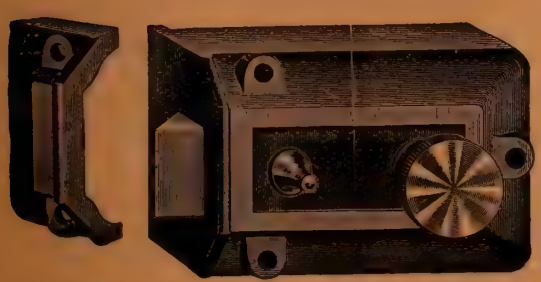

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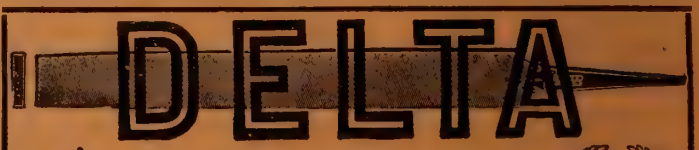

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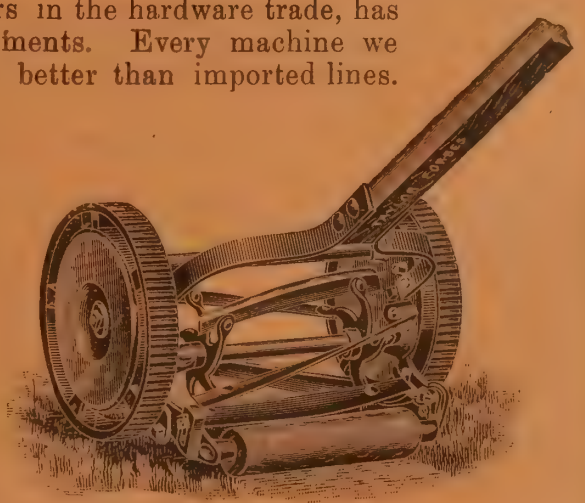

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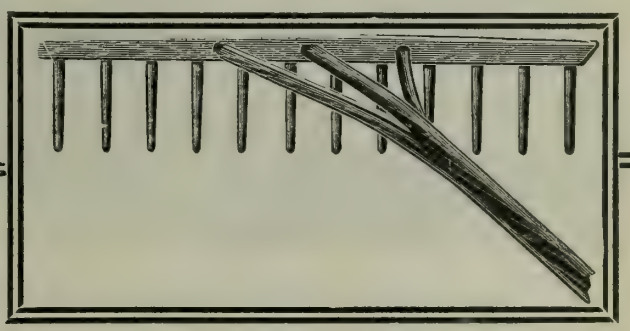

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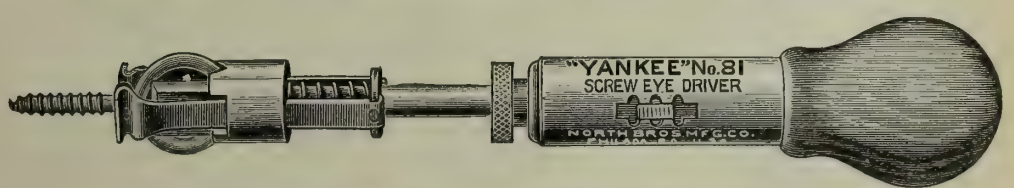

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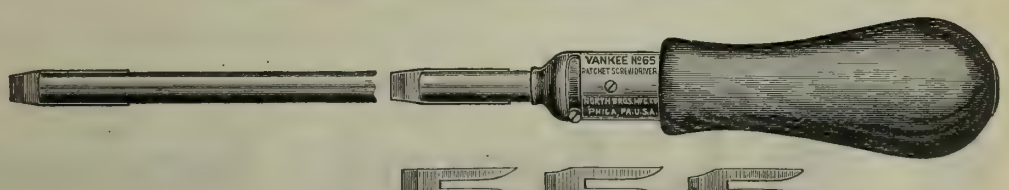

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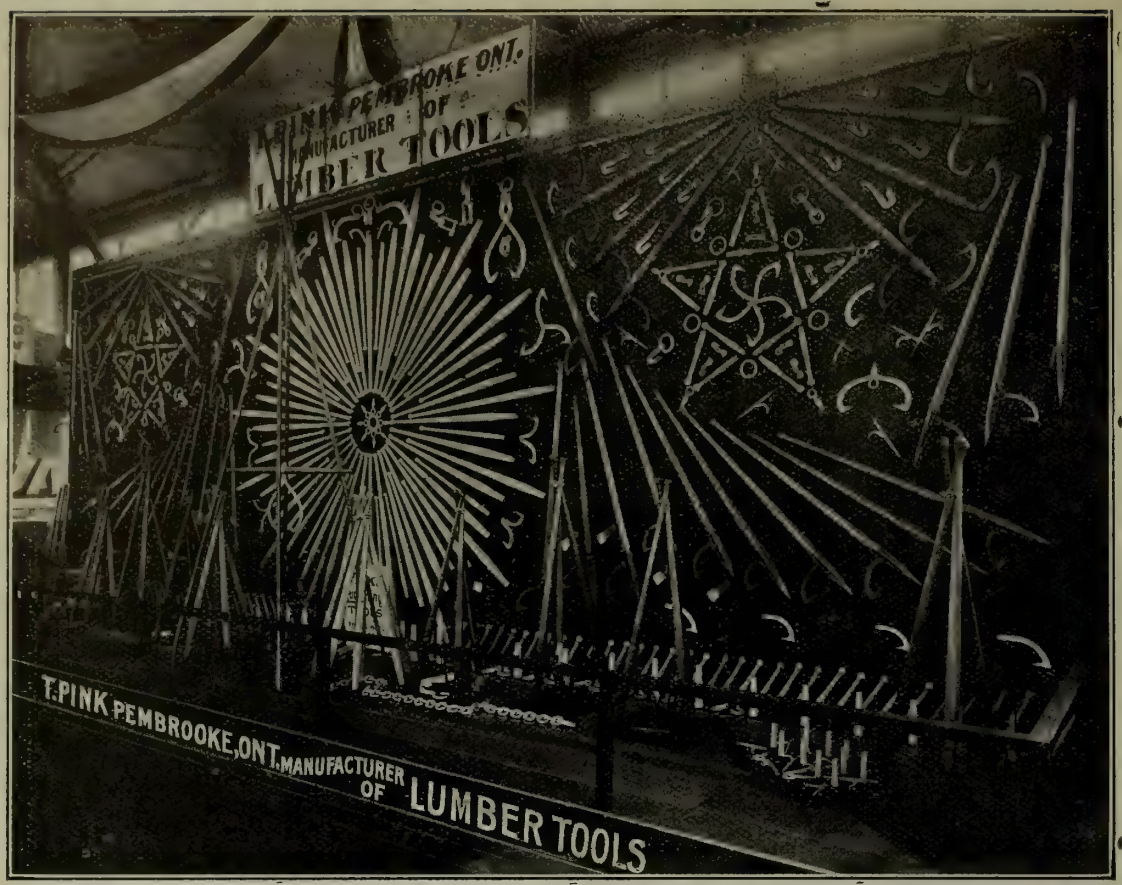

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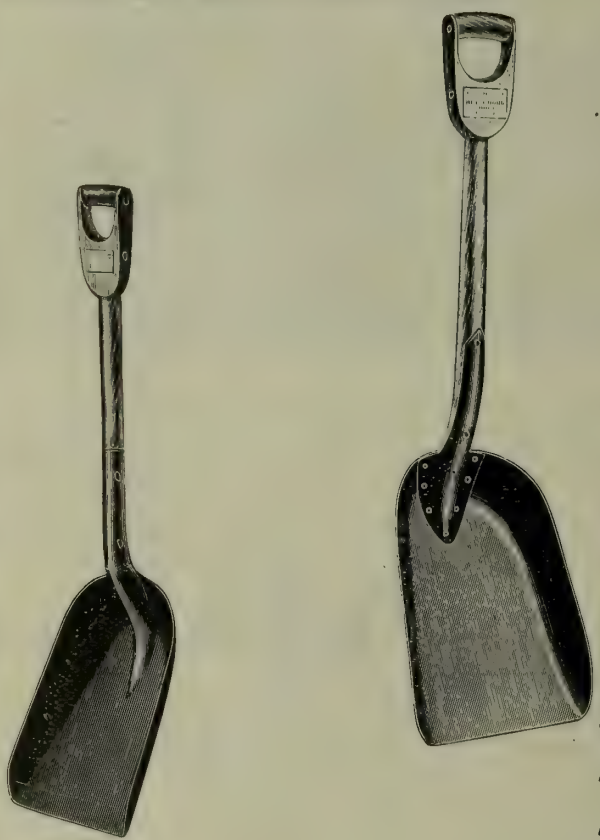

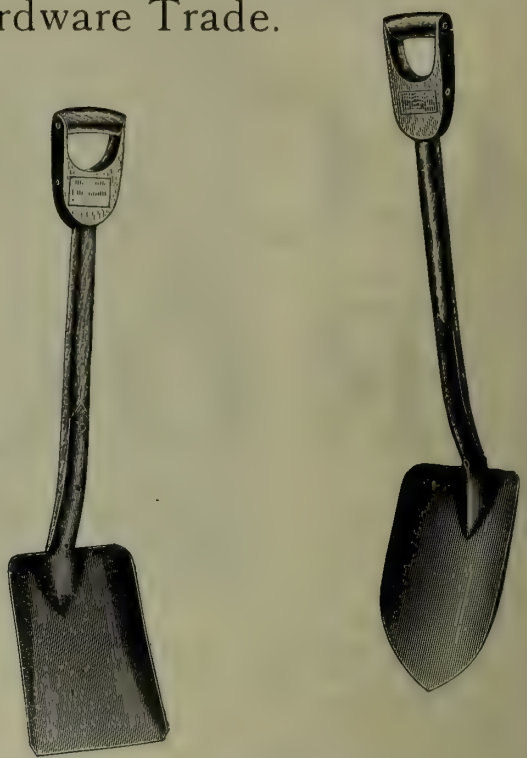

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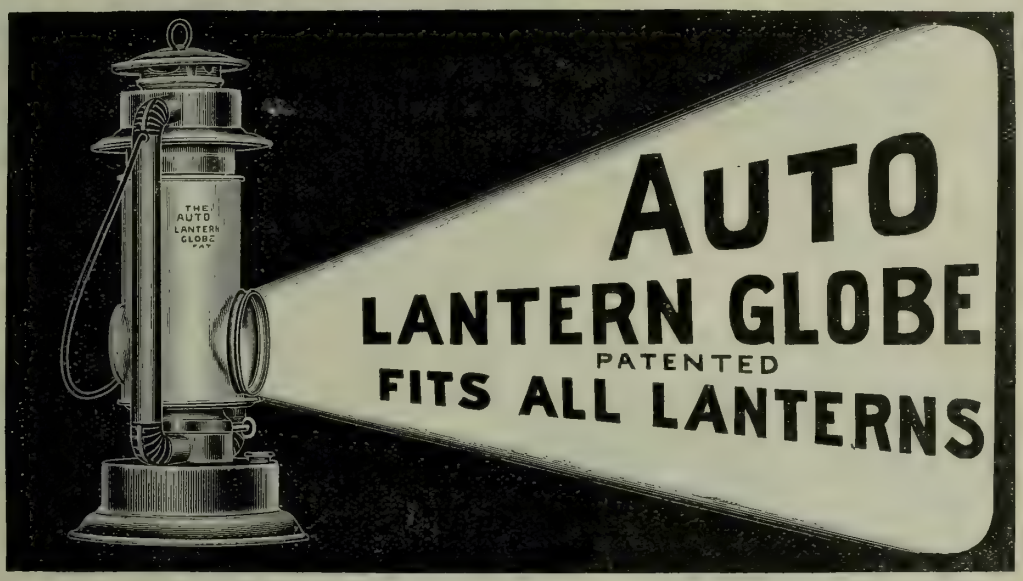

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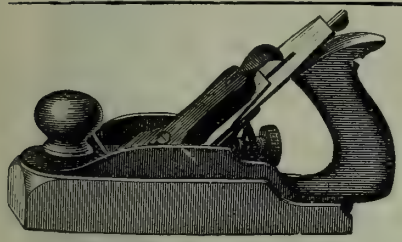
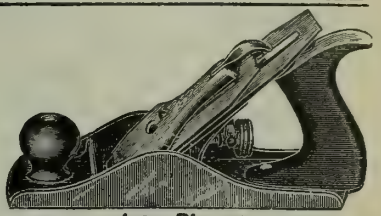
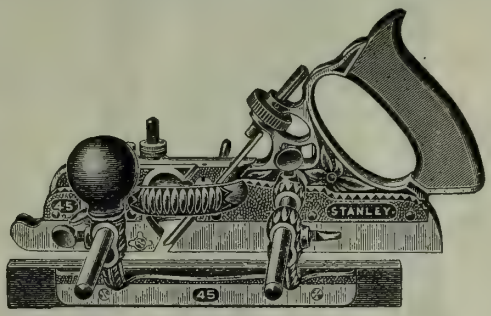


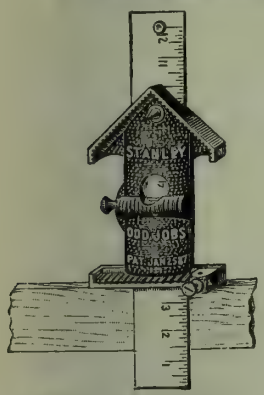
Wood Bottom Planes



Iron Planes

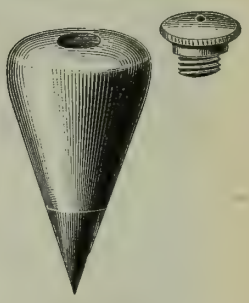


Stanley's Adjustable Beading Rabbet and Matching Plan



Odd Jobs

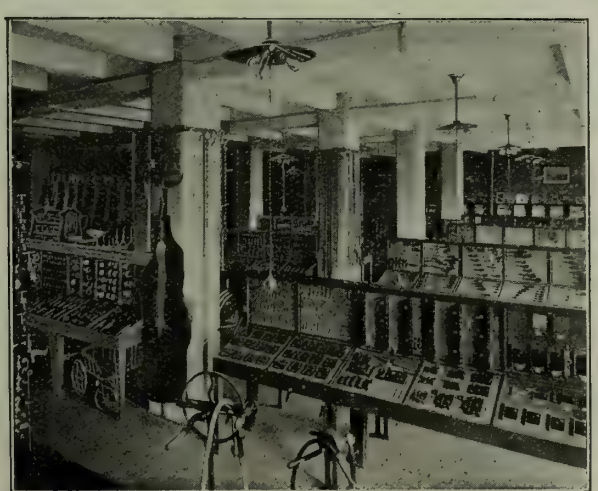
Nail Hammers



Plumb Bobs

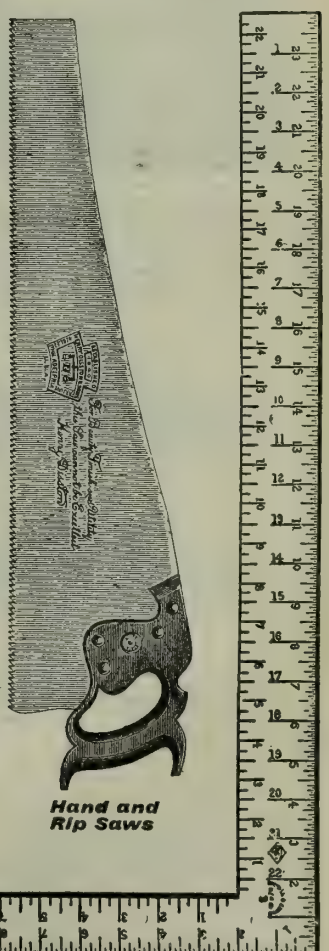
Plumbs and Levels

Panel Saws



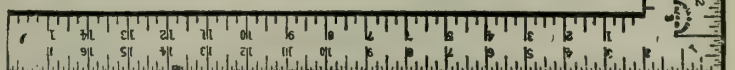
SAMPLE ROOM—Looking East

Socket Firmer Chisels



Hand and Rip Saws

Blued Steel Squares.



Polished Steel and Nickel-Plated Squares.

For a Fuller Line of Mechanics' Tools See Our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

We Ship Promptly

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto

Our Prices Are Right

BANNER TRADE MARK

BANNER COLD BLAST LANTERNS

The best made- for our Catalogue Write

BANNER TRADE MARK

THESE LANTERNS ARE THE STRONGEST BEST FINISHED LANTERNS ON THE MARKET. THEY ARE WARRANTED

WIND-PROOF OUR PATENT LOCK NEVER FAILS TO HOLD THE LANTERN OPEN.

ONTARIO LANTERN & LAMP Co LIMITED

Hamilton, Ontario, Canada.

If You Try IT You Will Always Buy IT

HARRIS Heavy Pressure

BEARING METAL

Is Positively an Anti-Friction Metal

Will not crack or beat out of bearings.

The Copper-Coated Cake

SOLD BY LEADING HARDWARES EVERYWHERE, AND MANUFACTURED BY

THE CANADA METAL CO., LIMITED, TORONTO, ONT.

Alundum Wheels Cut

THEY DO NOT TEAR OFF THE STOCK

¶ Alundum is one of the sharpest abrasives on the market. A thorough series of tests have proven that each particle acts as a cutting tool removing the chips as in a lathe.

¶ Increased efficiency is the aim of modern factory organization. The high efficiency of ***Norton Wheels*** in grinding, over all other methods of removing stock is well known.

¶ There are hundreds of different grades of material and uses for all of which there is an ***Alundum Wheel*** suited to the purpose.

¶ Why not get some of this business. Do you stock grinding wheels? We can make you a profitable proposition to carry this line.

CANADIAN AGENTS

The Canadian Fairbanks Co., Limited

Montreal

Toronto **Winnipeg** **Vancouver**

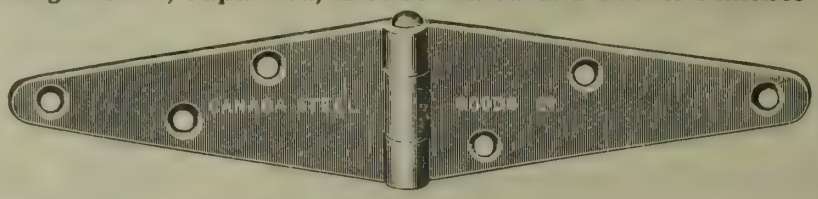
St. John, N.B. **Calgary**

Crescent Brand Hinges and Butts

Bright Steel, Japanned, Electro-Plated and Nickel Finishes

Crescent Brand

Registered



Is the other fellow pressing you hard for business ?

Chances are he is doing it with Crescent Brand Hinges and Butts.

Many of the successful fellows have chosen them exclusively—and they are well worth choosing too, being made for the trade that seeks the best, and who are governed by quality.

Can you risk handicapping your business with inferior goods, when the price is not lower ?

If your jobber does not keep them, we will fill your order.

Canada Steel Goods Company, Limited

Hamilton, Ontario

Leave the Money in the Country Wherein You Expect to Make Yours

LUMBERMEN'S BOOT CALKS

The Newest and Best in the Market

Handled by All Large Jobbers

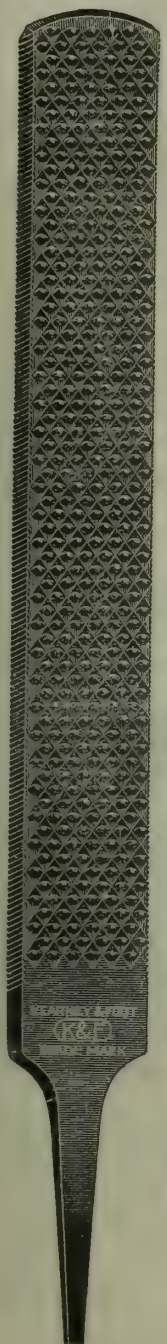
MADE ONLY BY

Canada Screw Co., Limited

Hamilton - Canada

Manufacturers of **Wood Screws, Tacks, Wire** (all kinds), **Wire Nails, Rivets, Iron and Copper; Machine Screws; Stove, Sink, Sleigh Shoe and Tire Bolts; Bright Wire Goods.**

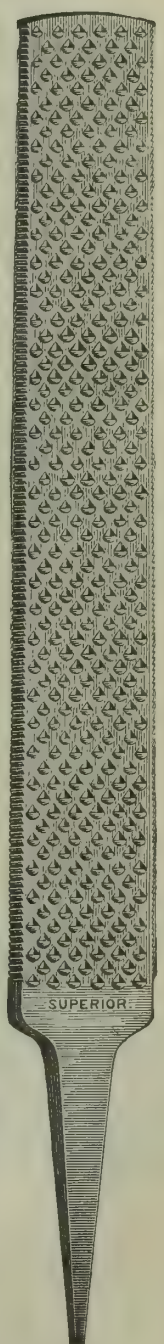
HORSE RASPS



are another excellent example of the completeness of the lines of goods we carry in our stock. We show here four of the best and most reliable makes of horse-rasps in the market. Our stock includes all of these four in both plain and tanged and in a large range of lengths. We have everything in that line you are likely to be asked for.

The completeness and the good selections of sizes and makers are characteristics of our stock. We choose the goods we will sell solely on their merits, and it will pay you to handle the goods we advertise. You can rely on their quality, which is backed up by the makers' names as well as by our own. You can make a good profit on them, too, because we sell right.

Order from us whenever you want hardware.



Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, **MONTREAL.** Warehouse at **WINNIPEG, MANITOBA.**

Showrooms, **TORONTO,** 77 York St. **OTTAWA,** 111 Sparks Street,
QUEBEC. FRASERVILLE.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK.

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Horse Shoes

Belleville Brand

Belleville Iron & Horseshoe Co., Ltd.

Manufacturers of

BAR IRON AND HORSE SHOES

Stewart Clipping Machines

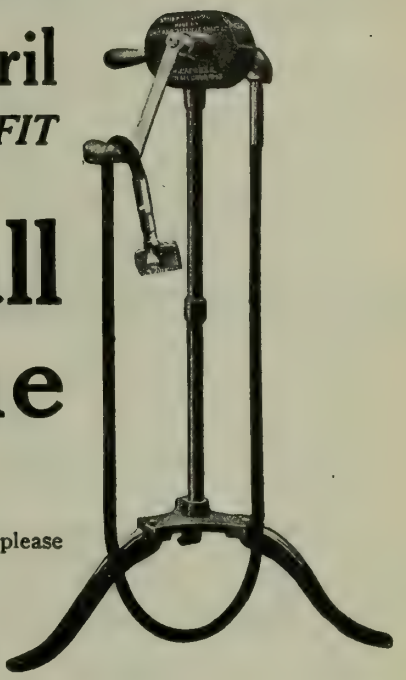
SELL FAST DURING

February, March and April

THEY YIELD A GOOD, QUICK PROFIT

No horse clipping machine ever made sells so fast or gives such good satisfaction as this

Stewart No. 1 Ball Bearing Machine



List for Canada, $9.75

Every machine sold under a positive guarantee that it must please your customer or money refunded, including transportation.

Your jobber has them. Write for free advertising matter.

Chicago Flexible Shaft Co., 250 Ontario St., Chicago

PALMER'S HAMMOCKS

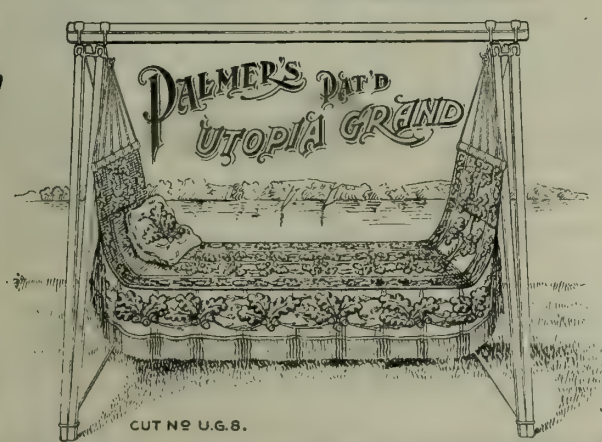
AND

ACCESSORIES

LARGEST

AND FINEST ASSORTMENT OF PATTERNS AND COLORS ON THE

MARKET



CUT Nº U.G.8.

LENO

7/4 AND 8/4

MADE IN NINE COLORS

ALSO

36 in. AND 40 in.

NETTINGS

Send for 1909 Illustrated Catalog showing 109 colored plates

THE I. E. PALMER CO.

CANADIAN REPRESENTATIVE:

R. N. SCOTT

NEW YORK OFFICE:
55 WORTH ST.

200 McGILL ST., MONTREAL

FACTORY AND MAIN OFFICE:
MIDDLETOWN, CT., U.S.A.

The Original, Largest and Best Equipped Hammock Plant in the Country

Pocket Knives Razors Scissors

REGISTERED TRADE MARK CELEBRATED

TRUE

TRUE BRAND CUTLERY.

Every piece guaranteed by

E. F. Walter & Co.

166-168 McGill Street,
MONTREAL

McDonald Adjustable Pipe Elbow Pattern

The machine here illustrated will enable any person of ordinary intelligence to lay out in a few seconds a mitre for any elbow from zero to 90 degrees in any number of pieces, and for any diameter of pipe from 3 to 30 inches. Absolutely no trimming required. Write for descriptive circular and prices.

SPECIAL: 10% discount will be allowed on all orders received before Feb. 15, 1909. Correspondence from agents and jobbers solicited.

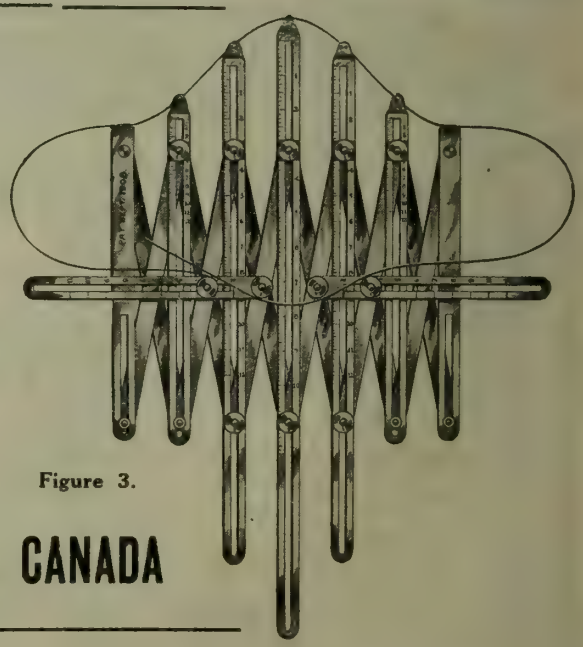


Figure 3.

Address

W. H. JOHNSTON, NEW GLASGOW, N.S., CANADA

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

ACME FLEXIBLE STEEL MATS

MATS SPECIALLY MADE TO FIT ELEVATORS and ENTRANCES.

Prominent features of ACME MATS:

Manufactured of best strip steel, which insures strength and durability. Galvanized finish, which insures non-rustability and attractiveness. Flexibility, which insures convenience. Mesh of special design, which insures self-cleaning and a sanitary condition.

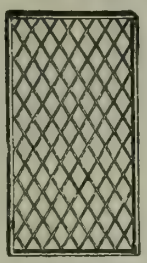
PAT. NOV. 3, 1903.

Manufactured by the

ACME STEEL GOODS CO., A good line for hardware jobbers and dealers

CHICAGO—2834-40 Archer Ave. NEW YORK—28 Elm Street.

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

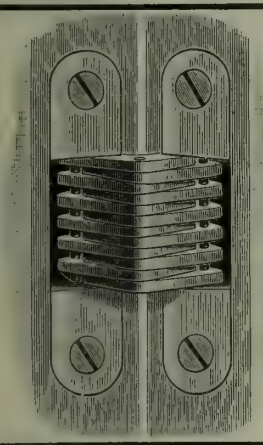
Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,

HAMILTON, ONT.

We make jail cells and gratings of every description.

INVISIBLE



When a door is shut you cannot see

THE

Soss Invisible Hinge

The Soss Hinge is built on an entirely different plan to the ordinary butt hinge, being superior to it for all purposes. On very fine work like book cases, ladies desks, wardrobes, pianos, china cabinets, etc., the large manufacturers are using the Soss Invisible Hinge almost exclusively. Just as easy to apply as the ordinary butt hinge, too.

Booklet on Request.

The Soss Invisible Hinge Co.
Limited

104 Bathurst St. · · Toronto, Can.

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

There are No Sandholes in

"DIAMOND" Brand Fittings

They are perfect in material, threading and finish, and never fail to give your customer entire satisfaction.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited

OSHAWA, - CANADA

JOSEPH RODGERS & SONS, Limited

SHEFFIELD, Eng.

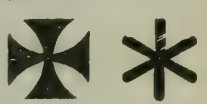
AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK

IS ON EACH BLADE:

REGISTERED TRADE MARK



GRANTED 1692

Sole Agents for Canada:

James Hutton & Company

Montreal

The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—

Long Life, Efficiency, Reliability

Write for Particulars

CANADIAN GENERAL ELECTRIC COMPANY, Limited

Head Office, - TORONTO, ONT.

District Offices: MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, ROSSLAND

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

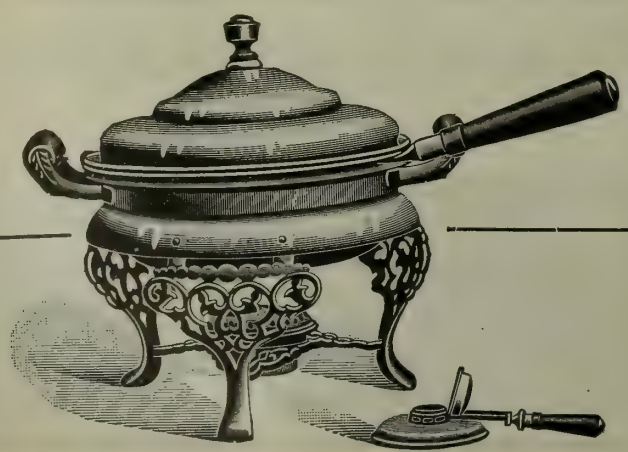
MAKE A DISPLAY OF
CHAFING DISHES

The Buffalo L ne of Chafing Dishes is so handsome as to attract instant attention wherever it is shown There's good money in this line—so why hide it. Let the people see that you carry the Buffalo Line of Chafing Dishes. Emphasize their practical usefulness as well as their ornamental qualities.

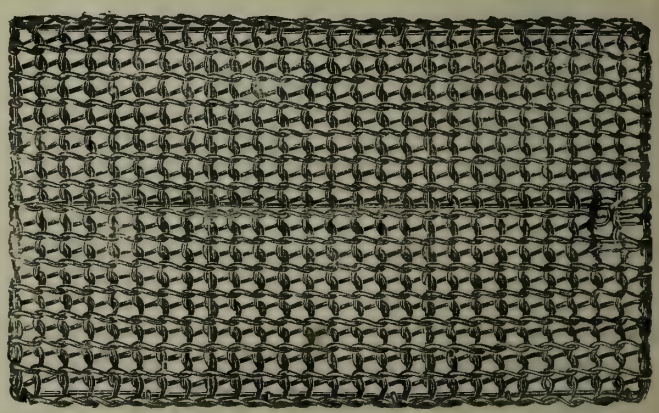
HAVE YOU GOT OUR SUPPLEMENTARY CATALOGUE? SEND FOR A COPY.

BUFFALO MFG., CO.
BUFFALO, N.Y.

Canadian Representatives;—
H. F. McINTOSH & CO., 51 Yonge St., Toronto



OUR NEW DOOR MAT



Interlocked Wire Bordered.
Galvanized after made.
Rigid—Reversible—Indestructible.
Very Strong and Efficient.
Our Flexible Interlocked Wire Bordered Mat is made of wire galvanized before weaving.

THE B. GREENING WIRE CO.
LIMITED

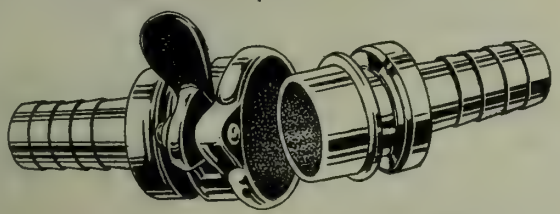
HAMILTON, Ont. **MONTREAL, Que.**

A Threadless Coupling—

that's what the hose-using public are waiting for. You can convince any hose user in one minute, by actual demonstration, that the

Time Saver Hose Coupler

is far superior for all purposes to the old fashioned coupler.



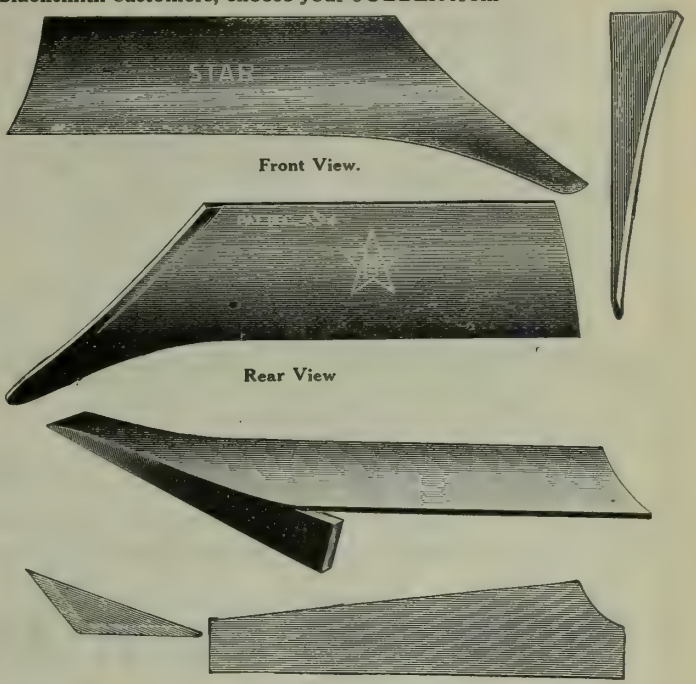
Just insert one section into the other—press the latch—and an absolutely water-tight coupling is instantaneously made. These people will buy on sight—try them:—Cheese Factories, Canneries, Hotels, Gardeners, Livery Stables—all hose users.

PRICE LIST ON REQUEST

The Time Saving Coupler Co.
Limited

166 Bay Street - - Toronto, Canada

Blacksmiths buy these goods of HARDWARE DEALERS in many cases, and most Hardware Stores carry them to accommodate such trade. The STAR PLOW SHAPE blanks are the kind, which by special pattern and shape, are most attractive to them. See your blacksmith customers, choose your JOBBER from



Front View.

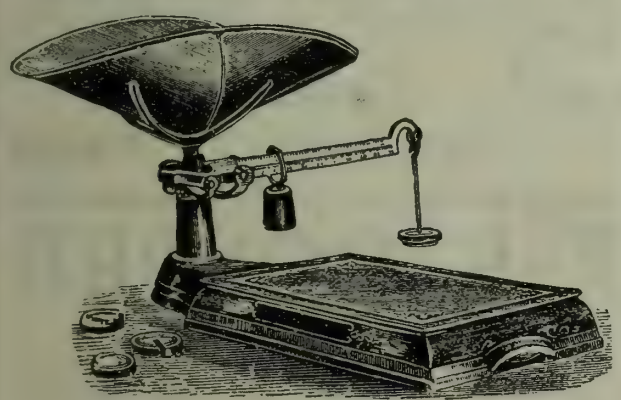
Rear View

C. Kloepfer. .... Guelph, Ont.
Jas. Cowan & Co.. .....London, On .
Wilkinson & Kompass Hamilton, Ont.
J. H. Ashdown Hdw. Co Winnipeg, Man.
Ross Bros .... Edmonton, Alta.
Wilkinson, Kompass & Hawkey, Ltd..... Winnipeg, Man.
Miller-Morse Hdw. Co .. Winnipeg, Man.
Geo. D. Wood & Co.....Winnipeg, Man.
Marshall Wells Co ..... Winnipeg, Man
D. Ackland & Son .. Winnipeg, Man.

Kindly send one of them an order.

STAR MFG. CO., Carpentersville, Ill., U.S.A.

THE AYLMER



UNION SCALE

(Capacity, half-ounce to 240 pounds)

THE BEST OF ITS KIND ON THE MARKET

This is an article no man should be without.

"AYLMER" on a scale means quality, the same as it does on a pump. All good customers demand quality, therefore handle Aylmer Pumps and Scales.

The Aylmer Pump & Scale Co., Limited
Aylmer, Ont.

WESTERN REPRESENTATIVES: The Ontario Wind Engine & Pump Co., Winnipeg, Man.

For All Purposes

McDougall Pumps

are Standard Pumps for Cisterns, Deep Wells, Contractors' uses, Plumbers, Power connections and many employments. You take no chances with "Aremacdee" on a pump.

A catalogue is laid aside for you

The R. McDOUGALL CO.

Galt, Canada LIMITED

SIMPLY PERFECT

Not Cheap but Good

there has never been a time since Washing Machines have been on the market, that the

"NEW CENTURY" and "IDEAL"

were not the most satisfactory washers to sell.

They are worth many times the money paid for cheaper machines.

The Dowswell Mfg. Co., Limited

HAMILTON, - ONTARIO

AGENTS:

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.

Harry F. Moulden, 290 Garry St., Winnipeg, Man.

PERFECTLY SIMPLE

McKinnon Dash and Metal Works Co.

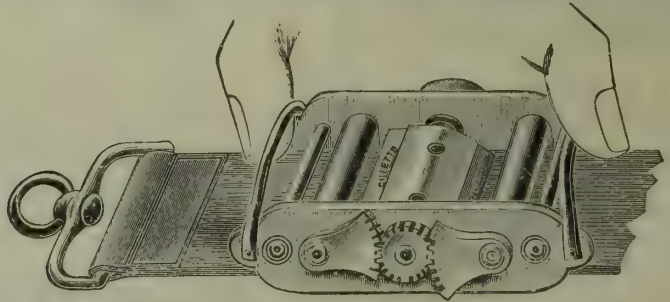
ST. CATHARINES, ONT.

We call the attention of the trade to the length of link in our wire chains. Each link is about half as long as other wire chains, thereby making a much more flexible chain. They are easier on the animal and we guarantee they are 50 per cent. stronger. We make them into

Tie-Out Chains,
Cow Ties, Traces

THE GILLEDGE STROPPER

THE AUTOMATIC STROPPER FOR GILLETTE BLADES



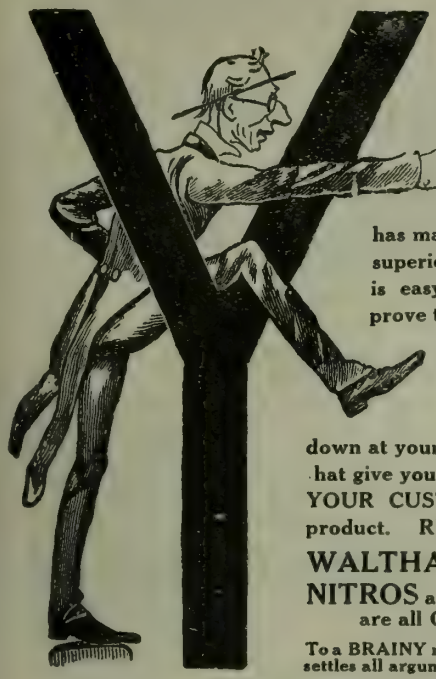
Don't throw your money away by continually buying Double Edged Safety Razor Blades, but continue to use your old ones indefinitely and with complete satisfaction by stropping them on THE GILLEDGE STROPPER, an automatic machine which enables you to strop both edges without removing the blade. It will make them better than new and put money in the pocket of the user.

If you shave yourself, send for one of our illustrated booklets. It's free.

McGill Cutlery Co., Reg'd. - - P.O. Box 366, Montreal

Established 1820

F. JOYCE & CO., LTD., LONDON, ENG.



ears and Years of Work Towards Perfection

has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. ECONOMY IN MANUFACTURE the sifted experience of generations enables us to lay down at your store CARTRIDGES hat give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER

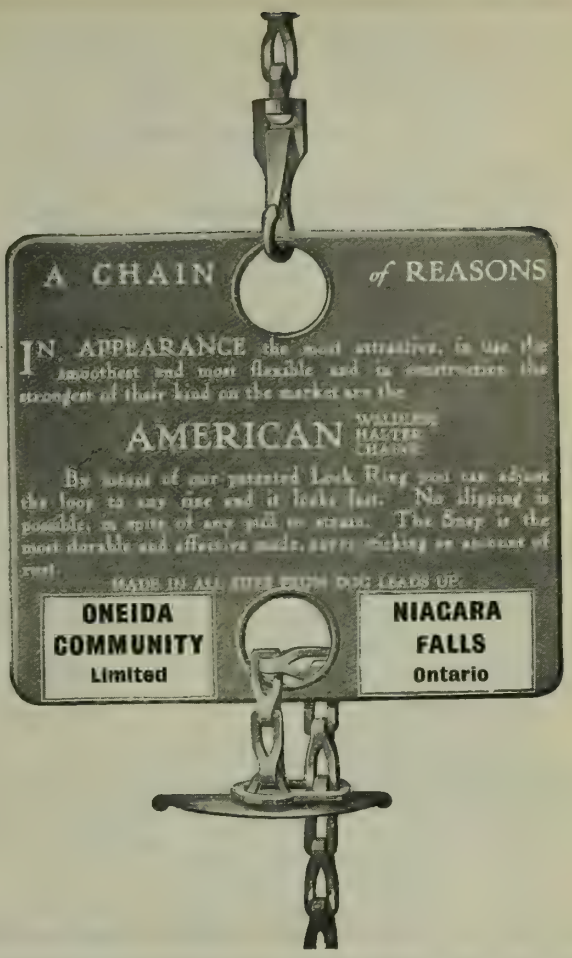
WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

To a BRAINY man of business sense, that settles all argument.

MADE FOR ALL STANDARD GUNS

J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

For F. JOYCE & CO., LONDON, ENG.



Just two articles--

BUT they mean a lot to you. They are the opinions of two plain men who have made life successful by the application of ordinary, common-sense methods to their daily work. Not "preachy," but helpful. They appear in the February number

BUSY MAN'S MAGAZINE

and you're the one who will get the most good out of them.

Mapping Out a Career — *By* WALTER H. COTTINGHAM, *Manager*, Sherwin-Williams Co.

The Law of Prosperity — *By* O. S. MARSDEN, *Editor*, Success Magazine

On sale at all Newsstands. Twenty cents a copy. Two Dollars a Year.

BUSY MAN'S MAGAZINE

MONTREAL TORONTO WINNIPEG

UNEQUALLED FOR DURABILITY

THE DILLON

HINGE-STAY FIELD FENCE.

A wire fence has to withstand a lot of abuse from the elements and from the lunges of cattle. The Dillon is constructed with this in view; and when anything strikes it, the wires, instead of bending or breaking, give at the hinged-stays, springing instantly back to position when the weight is removed.

Write for our Catalogue

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

One Dealer in Each Town

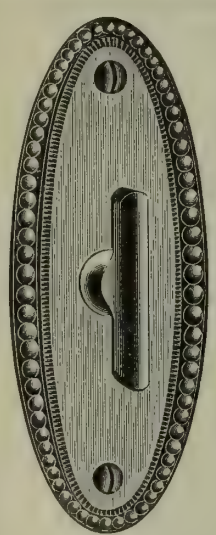
Only one dealer in each town will be allotted the agency for Brantford Roofing. Only one dealer in your vicinity will have THREE different kinds of ready roofing to show his customers. In Brantford "Asphalt," Brantford "Rubber," and Brantford "Crystal," the dealer has THREE chances to land an order where he formerly had only one when representing the makers of a "single" kind of roofing. Small chance of an order ever getting by the dealer who handles our complete line. Would you like to be that dealer?

Brantford Roofing Co., Limited

BRANTFORD, - CANADA

SELLING AGENTS:

Montreal Branch - - - 327 St. James Street, Montreal, Que.
General Supply Co. of Canada, Limited { 219-221 Bank Street, Ottawa / 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co. - - - - - - - - Sherbrooke, Que.
Fleck Bros., Limited - - - - - - - - - Vancouver, B.C
Imperial Export Co. - - - - - - - Toronto, Ont



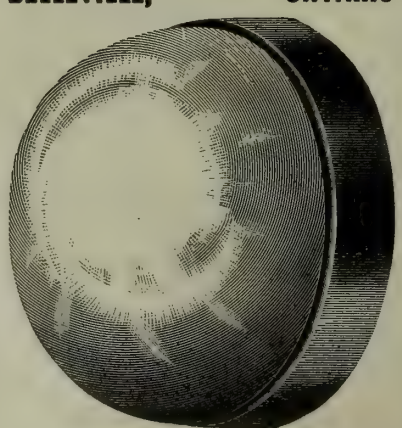
We have recently made some ***important improvements*** to our Rotary Stroke Electric

DOOR BELL and TURN

This is a very handsome, practical and saleable set and is only one of our many trade-catching door bell designs. Sold by all leading jobbers in the Dominion.

The BELLEVILLE HARDWARE CO., Limited

BELLEVILLE, - - ONTARIO

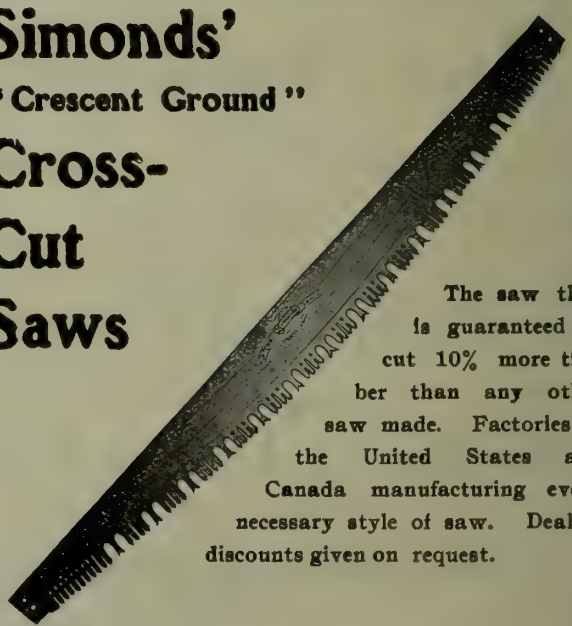


This excellent line is put up with **Bronze, Brass** or **Steel Turns, Steel** or **Bell Metal Gongs.** Also with **Cast Bronze, Brass** or **Iron Turns.** Our full list is very attractive.

Simonds'

"Crescent Ground"

Cross-Cut Saws



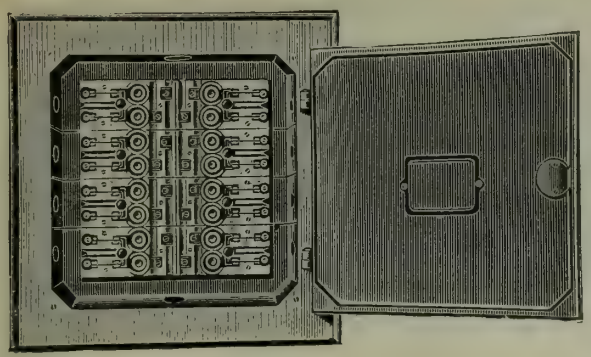
The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.

LIMITED

Montreal, P.Q.

Vancouver, B.C. St. John, N.B.



LE MANQUAIS

Sectional Iron Cut-Out, Switch and Panel Board Cabinets.

Did you ever get a cabinet installed and have to rip all your work out again on account of a couple of additional circuits required?

This can be avoided by using our Cabinets. They can be built up or down to any size desired.

Meets all the Underwriters' Requirements.

The R. E. T. PRINGLE COMPANY, Ltd.
MONTREAL WINNIPEG

Peerless Freezer Sold Everywhere Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.

Dana Food Chopper

Dana Mop Wringe takes a Woman off her knees

THE DANA MFG. CO., CINCINNATI, O.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

I. X. L.

SPRING TOP OILER

IT'S A "CAN'T LOSE THE COVER" CUP
KEEPS THE DIRT OUT—KEEPS THE OIL IN

ONE OF OUR BEST SELLERS

ORDER FROM YOUR JOBBER

PAGE 40 OF OUR CATALOG NO. 21 ILLUSTRATES THIS LINE

Manufactured by

Penberthy Injector Co., Limited, Windsor, Ont.

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PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office :

St. Catharines

Ontario

W&B
TRADE MARK

W & B CO
TRADE MARK

DIRECTORY OF MANUFACTURERS

CARBON COPIES.

Are you using **"PLIC" BOOKS**

The up-to-date way of writing original and duplicate letters and orders at one operation on your own printed letter or note head. Nothing so quick and simple. Sample on request.

The CARTER-CRUME CO., Limited
Check Book Makers, Toronto, Can.

CLIPPERS.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
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Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street

ELECTRIC DRY BATTERIES.

TRADE MARK

X CELLS are the only Dry Cells which show NINE LIVES.

You'll make money in handling them. All standard sizes.

NINE LIVES

Electrical Specialties, Limited
TORONTO

FEED COOKERS.

FEED COOKERS

A good line to handle. Write us for full particulars and prices.

James & Reid, Perth, Ont.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St - - - - - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

Headquarters for Sprayers

Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.

Manufactured by

THE COLLINS MFG. CO., TORONTO.

HARDWARE SUPPLIES.

The KATIE Foundry
GALT, ONTARIO

Municipal Supplies
Sash Weights
Soil and Water Pipes
Plow Castings
General Hardware Castings

MANUFACTURERS' AGENTS.

COULSON AND BLAIKIE
Manufacturers' Agents
459 St. Paul Street : : Montreal

We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.

Our connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

PHONE 159
P.O. BOX 257
SASKATOON,
Western Canada

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PORTABLE OVENS.

BAKERS' OVENS
Cut shows the "Hubbard" Patent.

There's good money supplying the local baking trade with our line of Baker's supplies.

Write us for prices.

The Warren Mf'g. Co., Limited
Toronto, Ont. Phone M. 275

RIVETS AND STEEL PRODUCTS.

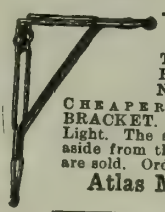
The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

STEEL TANKS.

Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Bores, Coal Chutes, Smokestacks.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

STOVE BRICK.

Phone College 4877

JONES BROS.
302 Christie Street, Toronto

Stove Brick **Stove Castings**
Fire Clay **and Water Fronts**
Asbestos Cement
Brick for Fire Places

TOOLS.

AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. **Saves all forging 70% Grinding; 90% tool steel.** Write for Catalog.

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO, U. S. A

VENTILATORS.

Money in Ventilators

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

CRESCENT WIRE AND IRON WORKS.
Kingston, - Ontario

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

PARTRIDGE & SONS, Proprietors.

"YANKEE" OPEN EYE SNAP

Strong Durable

Brass Lever Spring

"Yankee" Snaps are made in all styles.

COVERT MFG. CO. - TROY, N.Y.

Are You Using Your Effort in Profitable Metal Roofing Business?

Some Hardwaremen have lost interest in this lucrative business and no longer give it the attention that it deserves.

They have become discouraged by the continual unbusinesslike and underhand dealings of certain manufacturers and instead of denouncing *them* and their products they have "thrown up the sponge."

They wouldn't do this in their stove business or their cutlery, or their paints, or any other profitable line belonging to the Hardware Trade. They would transfer their business to a firm with a reputation for fair and honest dealing and continue right along to make money.

Are you one of these men? Are you still neglecting this business or pursuing it in a half-hearted way because you think you can't meet unscrupulous competition?

Take our advice, *don't try to meet it.* Ignore it. If you are selling "Galt" Goods, you really haven't any competition. Competitors may slash prices, misrepresent their goods and use every underhand method of soliciting business, but they can't injure your business BECAUSE THEY CANNOT SUPPLY "GALT" GOODS.

"Galt" Shingles, "Classik" Ceilings, etc., sell on their intrinsic qualities—the *perfection* of their *designs and constructions*—not on the age of their makers or the cheap manner in which they can be produced.

If there are houses and barns being built or repaired in your vicinity this spring (if there are not you had better pull down the curtain and move out); if there are prospects for Roofing, Siding, Ceiling, etc., and you are willing to give "Galt" goods a show on these jobs drop us a card to-day for Catalogs and particulars of our "1909 Dealers' Proposition." We'll tell you how to bring this business in your locality back to a healthy, sane, profitable basis and help you to do it. This information costs you one cent. Do you want it?

The Galt Art Metal Company, Ltd., Galt, Ont.

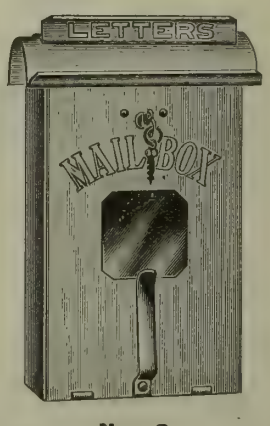
Winnipeg and Regina—Dunn Bros.

A FULL LINE OF

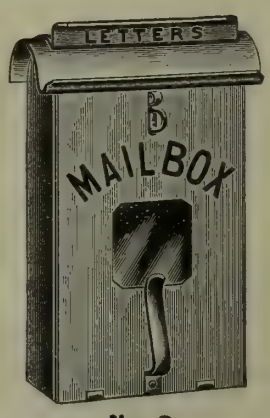
20TH CENTURY

MAIL BOXES

No. 1



No. 2



No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

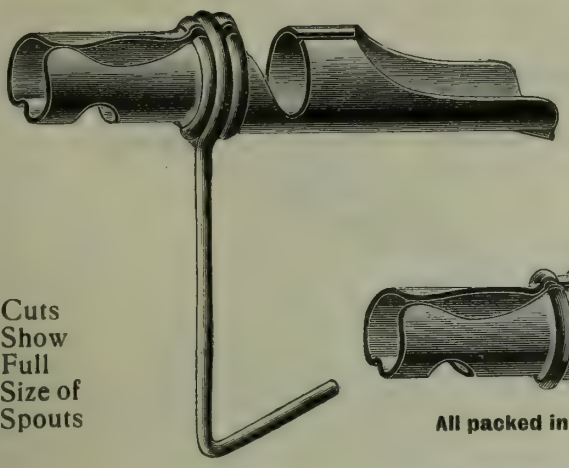
MANUFACTURED BY THE WM. F. HEISE MANUFACTURING CO.

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

Supplies for Sugar Makers

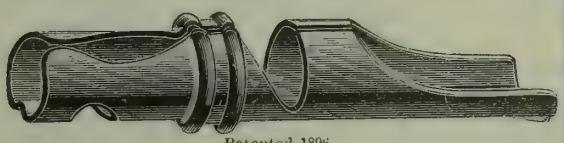
MAPLE SYRUP CANS



Cuts Show Full Size of Spouts

"EUREKA"

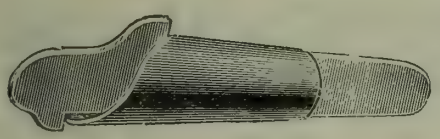
Steel Sap Spouts



Patented 1896

All packed in Cardboard boxes, 100 each

"IMPERIAL" Steel Sap Spouts



(Specially adapted for Covered Sap Buckets.)

Write for prices

Round and Square with Screw Tops.

Plain Tin

Round
½ gall. Imperial
1 " "

Square
1 gall. Wine
1 " Imperial

Special sizes made to order if sufficient quantities are wanted.

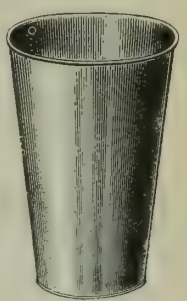
SAP BUCKETS

Long Pattern

Nos. 7,8,9,12,16
Quarts, 4,5,6,8,12

Western Pattern

6 and 10 Quarts



Long Pattern

The Thos. Davidson Mfg. Co., Limited, Montreal and Winnipeg

DISSTON SAWS

BACKED BY THE

DISSTON SAW WORKS

AND BY THE

DISSTON METHOD

of manufacturing

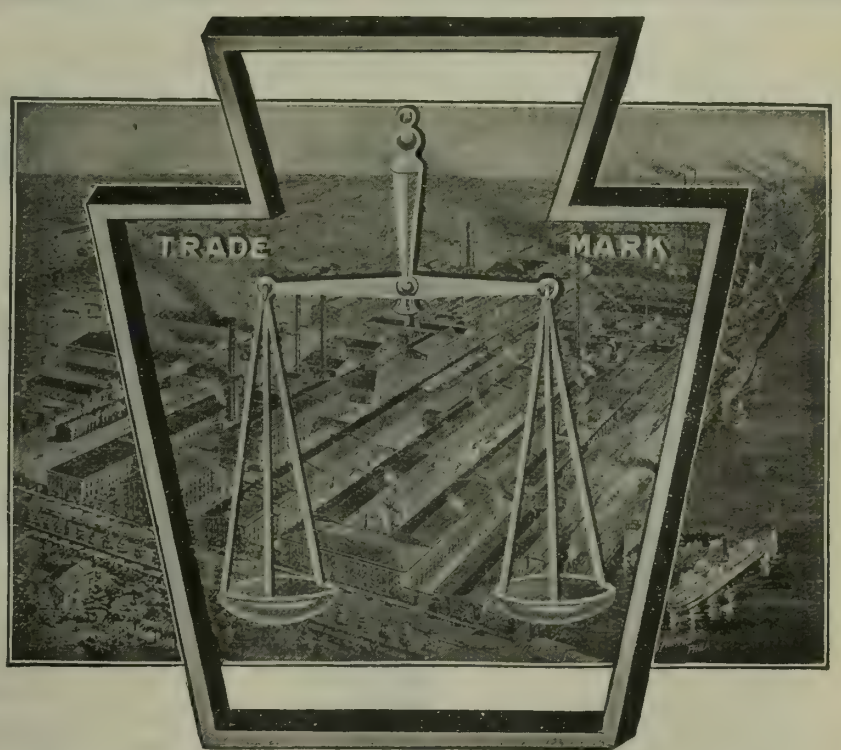
THIS BRAND

ON SAWS AND TOOLS

will continue to be recognized in the future as in the past

SIXTY-EIGHT YEARS

as a guarantee of Highest Quality and Efficiency.



HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

WE WORK with THE TRADE

The live dealers in every town are the ones who are hustling after business in

Safe Lock Shingles

Acorn Quality Corrugated Sheets

Classified Metal Ceilings

and our other trade winning Sheet Metal Building Goods.

Are you working with us? If not, you are losing golden opportunities to make money without investing anything except a small part of your time and energy. You sell from our Catalogue, and have the assistance of our experienced salesmen, backed by widespread advertising in the papers your customers read. And you can stand behind our goods because we stand behind you.

GET BUSY! CANVASS YOUR DISTRICT! BECOME BETTER ACQUAINTED WITH YOUR FARM TRADE AND ADD PERMANENT CUSTOMERS TO YOUR LIST. REMEMBER THAT EVERY SQUARE OF OUR GOODS YOU SELL OPENS UP POSSIBILITIES FOR EVERY LINE YOU CARRY. WE CAN HELP YOU TO DEVELOP YOUR BUSINESS. WRITE US FOR SUGGESTIONS.

The METAL SHINGLE and SIDING CO., Ltd.

PRESTON, ONT. and MONTREAL, QUE.

SALES AGENTS—

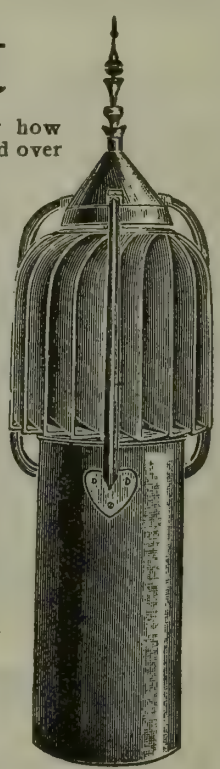
St. John, N.B., Emerson & Fisher, Ltd.
Toronto. G. P. Breckon.
Winnipeg. Clare & Brockest.
Calgary, Ellis & Grogan.
Vancouver, Wm. N. O'Neill & Co.

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



Aeolian Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory.

Yours truly,
E. H. McHENRY, Chief Engineer.

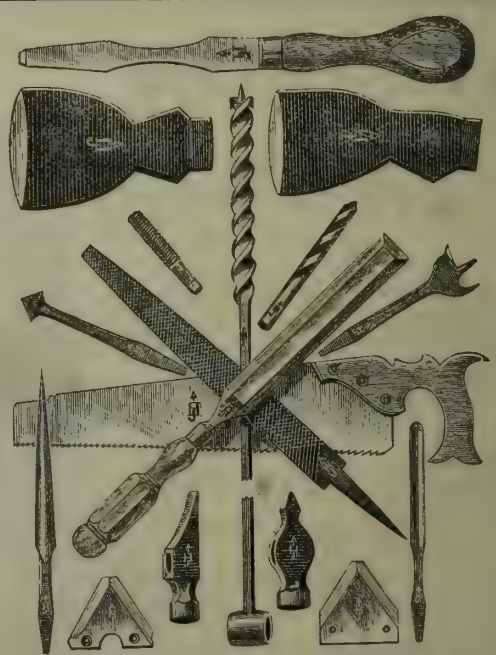
Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

THE J. W. HARRIS CO., LIMITED

General Contractors and Manufacturers

MONTREAL

JAMES HOWARTH & SONS LIMITED



BROOMSPRING WORKS SHEFFIELD

TOOLS FILES SAWS &

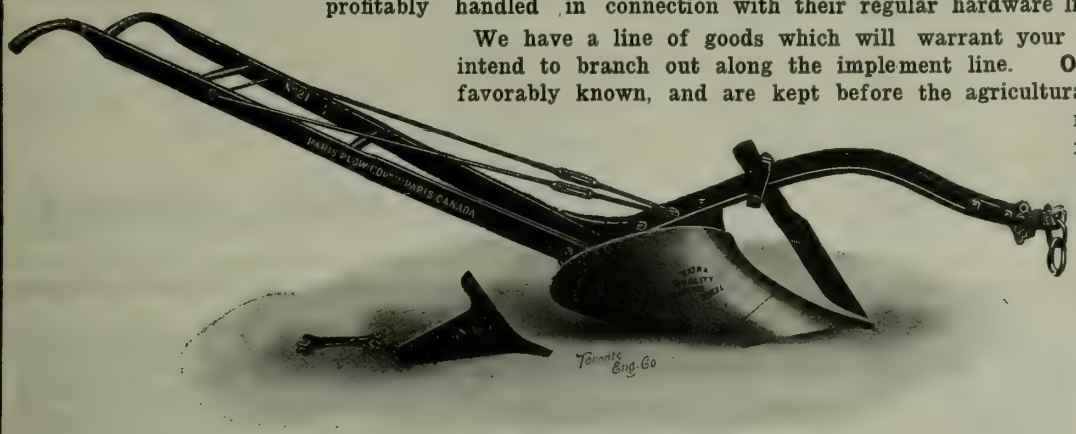
GOODS OF ABOVE BRAND SOLD BY

ALL THE LEADING HARDWARE MERCHANTS throughout the DOMINION

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



No. 21. General Purpose Plow

We supply the following goods on consignment, freight prepaid:

Success Manure Spreaders
Walking Plows of every description
Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. Also supply at 6 months' dating: **"Leader" Scufflers**
Pulpers, Agricultural Wheelbarrows

These goods can be and are being profitably handled by many of the leading hardware men. We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*

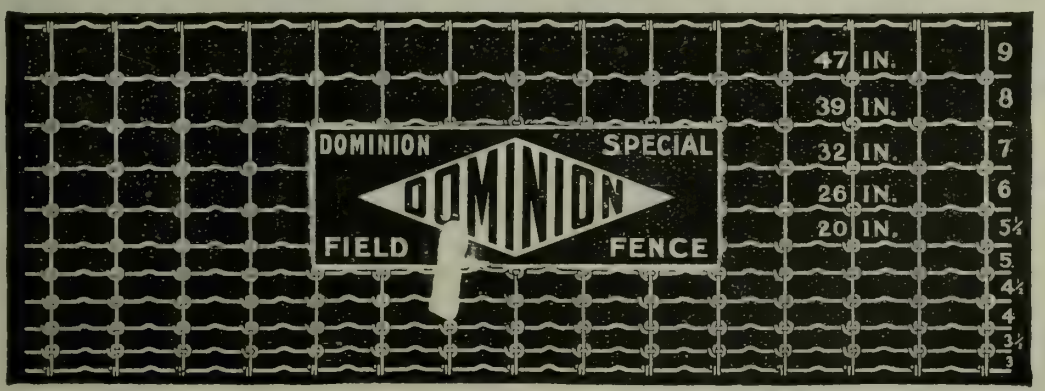
"The Latest and Best"—"DOMINION SPECIAL" FIELD FENCE

MADE FROM SPECIAL GALVANIZED HIGH CARBON WIRE
Drawn at Our Own Mill Galvanized at Our Own Mill Woven at Our Own Mill
FROM THE WIRE ROD TO THE FINISHED FENCE.

ENTIRELY "A CANADIAN PRODUCT"

JOBBERS should not fail to get into line at once and handle this fencing, your customers throughout the country will specify some fencing to complete their spring shipment of heavy goods. *IT HELPS YOU IN MAKING UP A CAR.*

RETAILERS will find this a profitable line to stock. Ask your jobber for **"Dominion Special"**



CONSUMERS who want the best value in fencing should insist on their dealer supplying **"Dominion Special"**

DESI N No. 1155

Our facilities for shipping in "MIXED CAR LOTS" are unexcelled. Some dealers being unable to take into stock a straight car of any one product can take advantage of this by placing their order for a carload containing Barb Wire, Galvanized Wire, Oiled Annealed Wire, Coiled Spring Wire, Fence Staples, Wire Nails, and "Dominion Special" Field Fencing.

Dominion Wire Manufacturing Co., Ltd., Montreal

SOMETHING SPECIAL

Our Annual Spring Number will have special interest for Hardware Merchants, Clerks, Travellers, and Hardware Manufacturers.

It will contain interesting and instructive articles on subjects in which these men are interested.

It will contain advertisements from over 300 firms selling to the Hardware trade.

All Manufacturers and Jobbers selling to Canadian Hardware trade should arrange for good strong announcement in this Number.

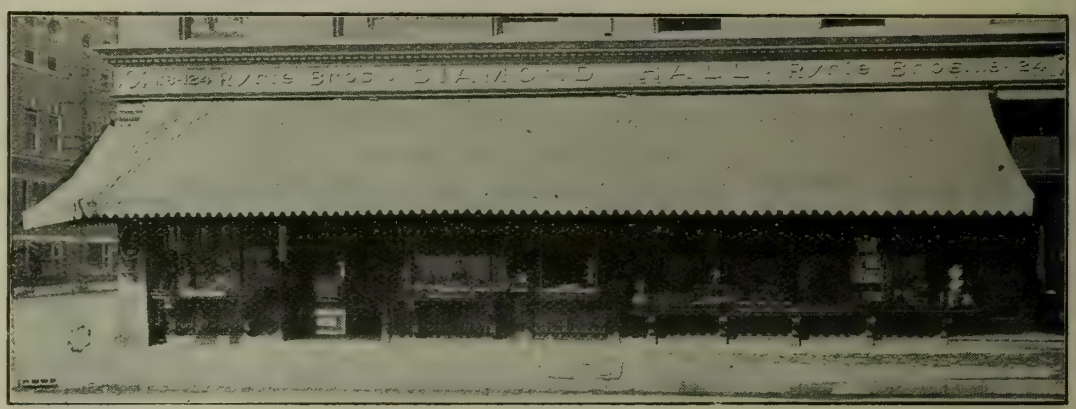
For rates and further particulars write our nearest office.

HARDWARE AND METAL, - Montreal, Toronto, Winnipeg

Bartlett's Winding Gear

will operate a 50-foot AWNING with 20 lbs. winding strain.

Why not get the best? Tell us your requirements and we will show you how to do it.



William Bartlett & Son
20 Adelaide St. W. Toronto

A Distinct Advantage

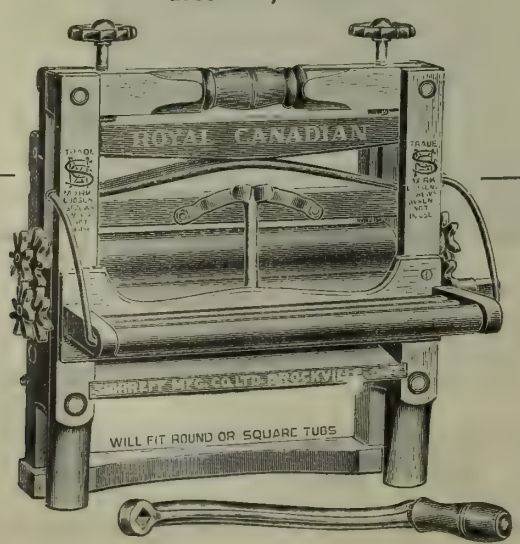
A new selling point is a distinct advantage in selling wringers, or anything else. And there is a very distinct selling point in

Shirreff's Divided Wringer

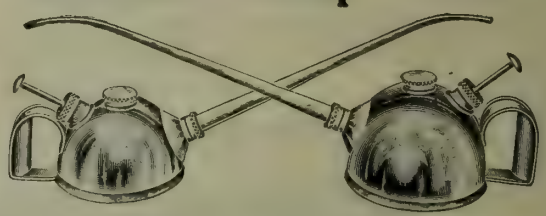
The dividing bar placed in the centre causes the rubber rollers to wear evenly over their entire surface instead of in the centre only as with ordinary wringers. It may be removed for wringing blankets and quilts.

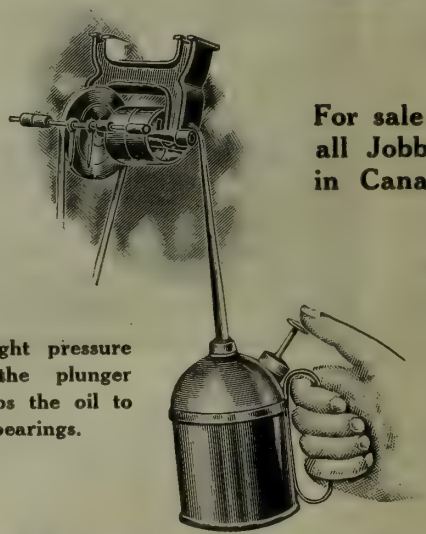
Better Write for Quotations

THE SHIRREFF MANUFACTURING COMPANY
Limited
Brockville, Ontario



Howland Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

Bone Cutters

This is a favorite size. We make other sizes, from

Small Hand

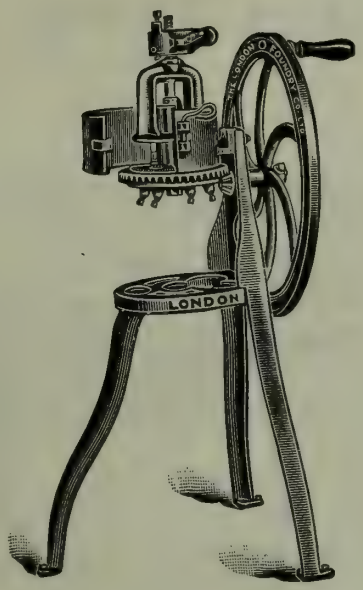
to

Large Power Machine

These are Fall and Winter goods

A sample kept in your store will sell many of them.

Send at once for catalogue and prices.



Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

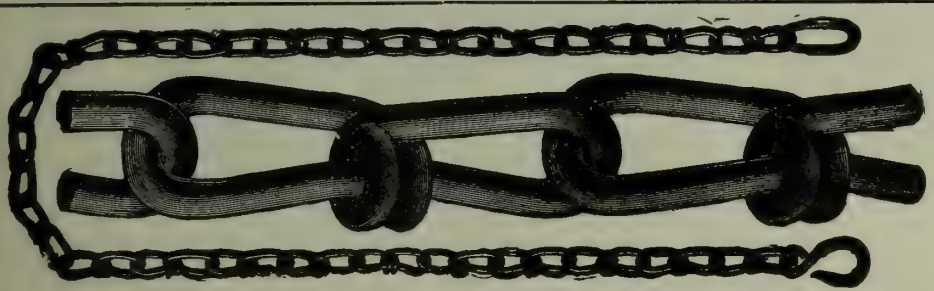
Refrigerator Hardware

LOCKS, HINGES and FASTENERS
of leading designs.

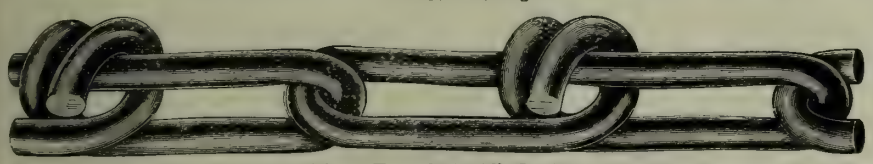
No. 122

This is one of the **50 VARIETIES**, and more under way. Order in the Home Market; don't send to the foreigner any longer. Keep the money moving in your own country. Ask Mr. Jobber, or write us for the line made by

Brass and Steel Goods
Belleville, Ontario Limited



Before Testing



After a Test of 2315-lb. Strain

NEW PROCESS
Steel Wire Trace Chains

At this strain the links pulled into straight lines, but did not break.

All our chains are now made under the new process.

Every chain guaranteed.

The B. Greening Wire Co., Ltd.
Hamilton, Ont. Montreal, Que.

Get the Outside Business

There's a lot of money going to your door every day. You can show your local building trade that Structural Steel is economical, fire-proof, up-to-date. You can get their orders for structural steel. We will help you to close business by quoting very close prices and by giving you any information you may need about structural steel and its uses. Start now! The money awaits you.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Ontario

The Safe Way of Lighting is the Safe Way to Recommend

All dangers attached to common ways of lighting gas ranges unknown in the experiences of a "CALORIC" user.

Why ?

"Caloric" equipped with a perfect safety lighter.

This lighter collects gas from each burner bar, then directs same to the burner holes in the bottom of the oven.

The moment the burner jet is turned on and the lighted match applied the gas is lit evenly.

No accumulation of gas, no puffing, no explosions.

Let CALORIC sell itself in your store.

Reason No. 1—The Durability of the oven.

Reason No. 2—The Reliability of the burners.

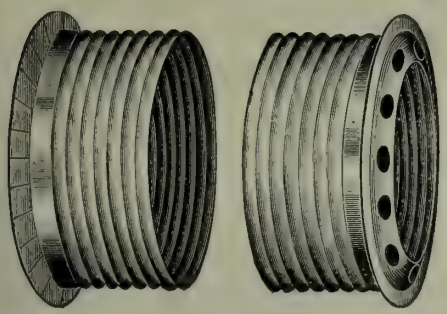
Reason No. 3—The Stability of the lighting arrangement.

McClary's

London Toronto Montreal Winnipeg Vancouver

St. John, N.B. Hamilton Calgary

O.K.
Adjustable Thimbles



are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

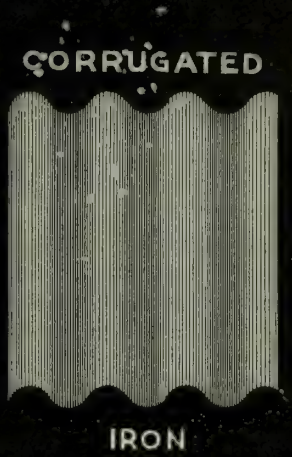
Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

Are you interested in any of the lines that are advertised?

A postcard will bring you price list and full information.

Don't forget to mention HARDWARE AND METAL.

THE
METALLIC ROOFING
COMPANY LIMITED



TORONTO

M A Co

Good Reasons Why OUR CORRUGATED IRON

Is preferred by those who know.

We use only best Apollo or English sheets.

The corrugations are pressed one at a time—not rolled—fitting perfectly, both at ends and sides without waste.

No scale, pin holes or other defects are ever found in our goods.

The galvanized sheets are coated on both sides with all the galvanizing material that can adhere to them.

The painted sheets are coated on both sides with Sherwin-Williams best quality paint.

We furnish any size or gauge required—either curved or straight.

If you desire durable quality and certain economical satisfaction, send us your specifications or write for further information.

Western Canada Factory, 797 Notre Dame Ave., Winnipeg.

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

PURITAN REFRIGERATORS

Medium Priced. ***Extra Good Value***

To hardwaremen having a call for a medium grade refrigerator, our Puritan line is recommended. We make them in four sizes, each size being splendid value for the money. They are not offered in competition with the "cheap" lines. Puritans are lined with high grade galvanized sheet steel, which is easy to keep clean, non-rusting and non-corroding. The case is Soft Elm with a handsome Golden Oak finish, ice rack, provision shelves, ends of ice compartment and drain pipe are easily removable. The insulation is perfect and all parts are easily accessible. Puritans are fitted with strong, heavy retaining castors, lever locks and hinges in copper finish. And there are other points described in our catalogue.

Send for a Copy

SANDERSON-HAROLD CO., Ltd.

Paris Ontario

Auto Spray

Compressed-Air Automatic

Best hand sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

CAVERS BROS.

Manufacturers, - GALT, Ont.

GALVANIZED SHEETS

"LA BELLE"

THE MOST PERFECT AND RELIABLE SHEET ON THE MARKET

Drummond, McCall & Co.

MONTREAL AND TORONTO

NOVA SCOTIA STEEL & COAL CO., Limited

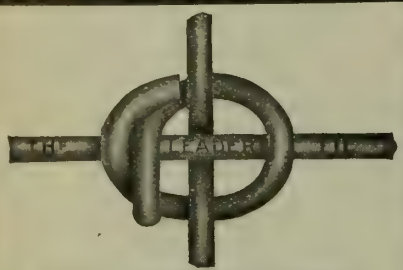
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



SOMETHING NEW IN FENCE

The "Leader" Woven Wire Fence does not bow or sag when erected. It is made of all No. 9 hard galvanized wire, with double-grip lock.

GATES, WIRE and FENCE SUPPLIES

Hardware Merchants wanted to handle our Goods

LEADER FENCE

Frame & Hay Fence Co., Ltd., Stratford, Ont.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Class and Flint Clothsand Papers, etc

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street

MONTREAL

ALL FUELS BURN EQUALLY WELL

in the

LACKAWANNA FURNACE

A few of its many outstanding and most appreciated features which have made it the leader in the line of warm air producers are:

Large radiating surface.

Generous feed door.

Horseshoe shaped flue.

Combined radiator and combustion chamber.

Low build for low cellars.

Smoke collar at back for soft coal.

Perfection of design and construction.

Unequalled device for hanging grate bars.

Right and left smoke outlet.

Our illustrated catalogue will furnish you with many more details of the furnace which gives the householder the least trouble to manage and the dealer the least trouble to sell.

Butterworth & Co., Limited - - Ottawa, Ont.

What Your Customer Wants

He wants G nasco Ready Roofing.

N b dy likes to buy "a pig in a poke." He wants to know what he's getting and make sure he is getting the worth of his money.

Every one of your customers knows beforehand just what he gets in

Genasco
Ready Roofing

Assure him it's made of Trinidad Lake asphalt. He knows Trinidad Lake asphalt is the greatest weather resister known. Tell him it makes Genasco proof against sun, air, rain, heat, and cold; and makes it last longer than all roofings made of—who can tell?

Genasco is an easy seller; a business getter; a profit-bringer, and a customer-maker. Are you getting your share? Begin to-day. Write for samples and full information.

Mineral and smooth surface. Backed by a written guarantee.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of Asphalt and largest manufacturers of Ready Roofing in the world.

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK REG. U.S. PAT. OFF

THE ROOFING, CORNICE AND SKYLIGHT MANUAL

The Book consists of three articles:

TIN ROOFING—The Roofing Bench, Putting Tin Together, Soldering, Flat Seam Roofing, Standing Seam Roofing.

CORNICE WORK—Equipment of Country Cornice Shop, Taking Measurements and Making Patterns, Cutting Cornice Miters, Attachment of Eave Troughs to Roofs of different kinds, Manufacture of Round and Square Leaders and Making Simple Ornaments

SKYLIGHT CONSTRUCTION Ground Plan and Elevation of Skylight; Plan of Top Miters; Development of Curb, Ridge and Cap Miters; Pattern for Common Bar, Hip Bar and Jack Bars.

175 Pages 170 Illustrations, 13 Plates

Price $1.50 Postpaid

TECHNICAL BOOKS,

10 Front St. East, - Toronto

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

N. STAFFORD CO. EST. 1857

STEEL STAMPED BRANDS CATALOGUE

BURNING BRANDS, STENCILS, STEEL STAMPS & LETTERS— NAME PLATES, CHECK-BADGES.

67 FULTON ST. NEW YORK.

TIME, TRADE and TOOL CHECKS

Any quantity. Low export prices. Quick deliveries.

NAME and NUMBER PLATES, ENAMEL, CLASS and METAL LETTERS and FIGURES

We want the best Hardware Dealer in every Canadian town and city as our exclusive agent.

N. STAFFORD COMPANY

Established half a century.

67 Fulton St., New York

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

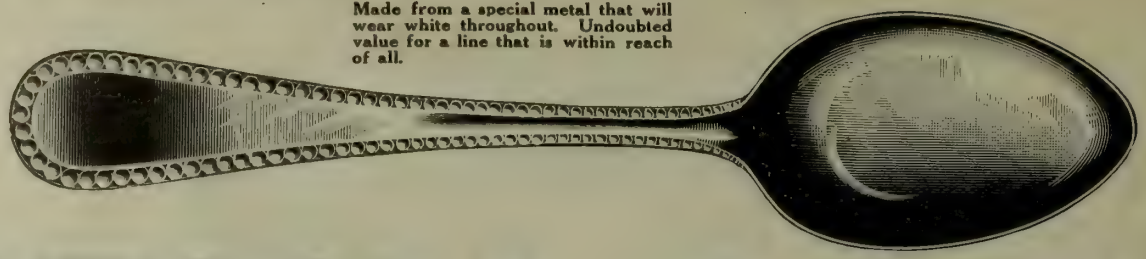
General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NICKEL SILVER BEADED PATTERN

Made from a special metal that will wear white throughout. Undoubted value for a line that is within reach of all.



The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

New Beaver Oil Stone

This stone has been tested by experts in Canada and United States and pronounced by them to be the equal of anything on the market. This is the first time a stone of this kind has been made in Canada and as the price is right, it will pay the trade throughout the Dominion to investigate.

CANADIAN HART WHEELS Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited

ered Trade Mark

"The Celebrated Dreadnought Milling File"

The British Government are using this tool in all departments. This tool speaks for itself. Can be re-sharpened from four to six times. Order some and you will order more

The J. H. Hanson, Tilley Co., Ltd, Mfrs., 422 - 424 St. Paul St., MONTREAL, P.Q.

FACTORY, 65 Dalhousie St. Also, National File and Tool Co., The Bourse, Philadelphia, Pa., U.S.A.

AGENTS { Halifax, N.S.—Austen Bros. / Toronto, Ont.—Nicholson & Ritchie, Traders Bank Bldg. / London, Ont.—London Engine Supplies Co., Ltd., Richmond St. / St. John, N.B.—The Jas. Robertson Co., Ltd. / Winnipeg, Man.—Bissett & Louck / Vancouver, B.C.—H. M. Flock & Co., Crown Bldgs.

LONG LIFE METALS

Copper Hardened

SWASTIKA

LONG

LIFE

Copper Hardened

BABBITT

Best Babbitt Value in the World.

LONG LIFE METALS

Copper Hardened

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure Grade High, Price Low. 25c. lb. *Write for Booklet*

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Our many years experience in the manufacture of steel and wire products have secured for our materials a position of preference with the trade. Let us standardize your requirements. Your enquiries will always have our best attention.

United States Steel Products Export Co.

MONTREAL

J.M.T. VALVES

The Valve of Preference

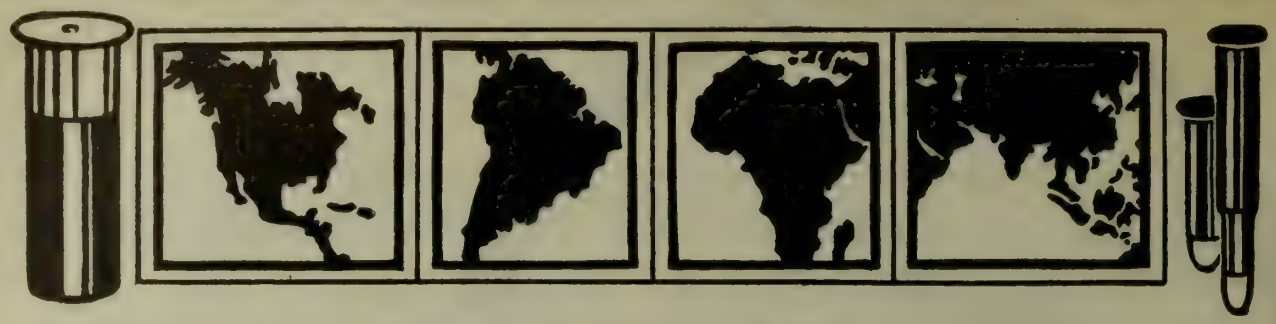
NOTICE

Low Priced Valves are sometimes offered to the trade as J.M.T. standard.

All J.M.T. Valves have trade mark cast on body. Look for it when you order these goods to insure getting what you ask for.

J.M.T. Valves are made heavy and extra heavy pattern

The James Morrison Brass Mfg. Co., Limited, Toronto



BEHIND EVERY SUCCESS IS A PURPOSE. Ours is to make the best ammunition in the world. Yours is to sell the best ammunition.

Our purpose reaches across the Atlantic to get the finest smokeless powders made. We will go to the ends of the earth to get the best metal, paper, ingredients, machinery and experts.

You have only to reach to us, to sell the best ammunition. Your success is worth a post card.

Cartridges of every size, for every make of arm. The four famous, perfect shells.

DOMINION CARTRIDGES (Sure Fire)

Regal Shells	Imperial Shells	Sovereign Shells	Crown Shells
(Ballistite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder)

Dominion Cartridge Company, Limited, Montreal

KEMP'S RAILROAD MILK CANS

8 and 10 gallon cans supplied with either dome or seamless covers as required.

4 and 6 gallon have dome covers.

Ironclad Pattern

Write for Discount

Roll-Rim Pattern

Bodies of 4 and 6 gallon cans made of 22 gauge tinned iron, 8 and 10 gallons, 18 gauge.

Gallons	4	6	8	10
Ironclad Pattern each	$3.75	$4.50	$5.00	$5.50
Roll-Rim " "			5.50	6.00
Government stamping Charges, net extra, each	20	30	30	30

KEMP MANUFACTURING COMPANY, Cor. Gerrard and River Streets Toronto, Canada

THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Ontario Convention Report Continued

Report of the Thursday Session, the Banquet and Theatre Party—List of Souvenirs Distributed—What Some of the New Members Thought of the Convention.

OFFICERS FOR 1909.

President—D. Brocklebank, Arthur.
1st Vice-Pres.—A. Ballantyne, Brantford.
2nd Vice-Pres.—M. S. Madole, Napanee.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley.
Executive—R. C. Chown, Belleville; D. Cinnamon, Lindsay; J. R. Hambly, Barrie; J. Walton Peart, St. Mary's; H. P. Morgan, Peterboro; J. S. Weichel, Elmira.
Auditors—J. W. Peacock, Toronto; R. J. Bruce, West Toronto.

THURSDAY MORNING.

The morning was spent by the hardwaremen in visiting the factories of the Canadian Drawn Steel Co., the Canada Steel Goods Company, and the Canadian Shovel and Tool Company. The tour of inspection was a revelation to the visitors who were much impressed with what they saw and the industry and activity of the three establishments.

THURSDAY AFTERNOON.

The convention resumed at 2 o'clock, the session being an open one at which many travelers and manufacturers were in attendance.

The special railway committee, through R. C. Chown, Belleville, reported that, at the present time no rebate could be obtained, but the question would be taken up with Mr. Webster, Secretary of the Canadian Passenger Association, to see what could be done to secure a rebate.

Next Convention in a Hall.

The following motion was moved by W. A. Rankin, Ottawa, and W. J. McMurtry, Galt, and unanimously carried :

Whereas this convention has been more largely attended by retailers, jobbers and manufacturers than anticipated, and

Whereas, owing to the lack of adequate preparation, some annoying incidents have occurred, be it

Resolved that the new executive be instructed to consider the advisability of holding next year's convention in a hall rather than a hotel, and also that special committees be named to take charge of the arrangements regarding entertainment and the exhibition and be it further

Resolved that we thank the firms exhibiting at this convention and assure them that better arrangements will be made in their behalf next year, and be it still further

Resolved that we expressly thank Fred C. Lariviere, Montreal, for his attendance at this convention, and for his instructive addresses and advice, and assure him of our hearty appreciation of his efforts and his kindness in giving this assistance so freely without remuneration, and trust that he will overlook any involuntary or unforeseen annoyances, returning home with the assurance that the hardware trade in Ontario can have nothing but the warmest feelings of regard for him.

Retail Hardware Convention Group Taken at Hamilton, Thursday, Feb. 11, 1909, in a Snow and Wind Storm.

Hamilton Thanked.

M. S. Madole, Napanee, moved and O. B. Henry, Drayton, seconded the following resolution which was carried with hearty applause.

That the members of the association place on record their appreciation of

the kindness shown them during their session in Hamilton, for the very great pains taken by the manufacturers and wholesale trade to interest and instruct them in the facilities afforded by the city in the manufacture of lines suitable to the Hardware trade, that we shall go away with larger and broader ideas, and shall not soon forget our enjoyable stay in your midst.

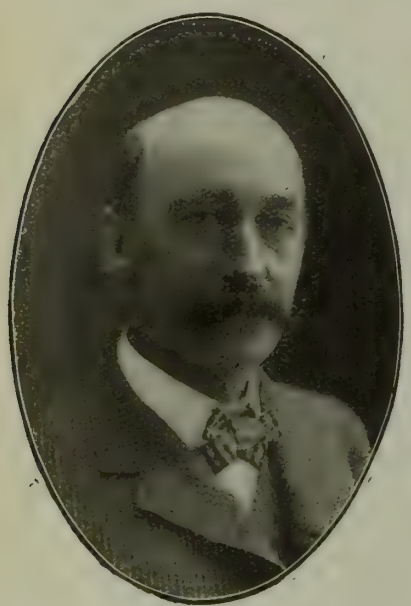
Messages of Sympathy.

A. W. Humphries, Parkhill, and John Caslor, Toronto, moved that the association send a telegram of sympathy to J. Walton Peart, St. Mary's, whose illness with typhoid fever prevented him from attending the convention.

The message was :

"We regret illness prevented your attendance at this most successful convention. Glad to learn you are rapidly recovering."

It was also decided on motion of D. Cinnamon, Lindsay, and J. R. Hambly, Barrie, that a message of condolence be forwarded to George and William Vallance, of Wood, Vallance & Co., Hamilton, in the death of their brother.



COL.-GARTSHORE, LONDON.

Wo Wants the 1910 Convention to go to London.

Invited to London.

Lt.-Col. Gartshore, of the McClary Manufacturing Co., London, expressed his pleasure at meeting the members. He referred to the necessity of keeping trade in regular channels which was a good thing for manufacturer and retailer and his firm had strictly lived up to this principle. Hardware dealers had to contend against the mail order business which was prejudical to the retail trade; and also the steel range peddlers, who, however, show good salesmanship and do not cut prices. The latter quality was what the dealers could well emulate. The real matter that he wished to speak of was a hearty invitation to hold the next convention in London. In this invitation the Board of Trade, the firm he represented and the hardware dealers all joined. The bid was further backed up by a telegram from Samuel Stevely, mayor of London, as follows : "Would be pleased to have your next annual convention held in London."

It was decided, on motion of Messrs. Madole and Chown, that the executive committee select the next place of meeting and announce their selection within three months.

Mr. Howell, in charge of the Dover Manufacturing Company's exhibit, and a charter member of the Minnesota Hardware Dealers, who had attended a score of state conventions, was asked to speak. He said it has been the experience of those on the other side that the more they made of the meetings a commercial and social success, the better the results ; therefore these gatherings are held in halls. The convention hall was better than a hotel and left the members free. He spoke of the advantage of having the ladies present and said at the last meeting of the Minnesota State convention 125 wives and daughters of the members were in attendance.

It was suggested that the president and one or two members of the executive attend the New York State convention at Rochester next week to which an invitation had been extended by that organization.

Welcome to the Travelers.

D. Cinnamon, of Lindsay, on behalf of the association, gave the travelers a hearty welcome, and said the retail dealers had no better friends than the men on the road.

C. C. Ballantyne, Montreal, Canadian manager of the Sherwin-Williams Paint Co., next addressed the gathering on "Why is prepared paint more advantageous for retail hardware merchants to handle than lead and oil."

Invitation to Montreal.

Mr. Ballantyne extended to the convention a hearty invitation to meet next time in Montreal, and promised the visitors a pleasant time in that city.

W. H. Gerke, of Martin-Senour Co., Montreal, also endorsed the invitation of Mr. Ballantyne to hold the next gathering in Montreal.

W. G. Francis, of Benj. Moore & Co., Toronto, referred appreciatively to the address of Mr. Ballantyne, and the advantage of handling ready-mixed paints in preference to lead and oil.

Talk on Advertising.

A. A. Briggs, advertising manager of the McClary Mfg. Co., spoke on "Advertising for the Retailer," summarizing his remarks under the following heads :

How to tell whether or not you need to advertise.

How long have you been established.

The territory you are located in.

How much business do you get within the radius in which you can fill orders at a profit.

What are the methods of your opposition.

Invest say $200 or $300 in a year's advertising.

Take the sharpest clerk in your employ and debit him with this amount of money.

Judge him by the results he can get from it.

Allow him freedom of action in the spending of it.

If he has gumption to write some of the manufacturers from whom you buy their advertising manager will be pleased to outline for him the relative values of newspaper, sign-board, circulars, programs, etc.

Have two files—on one place under a monthly index a copy of every ad. written with the date marked thereon. This will keep the clerks posted on season advertising. On another file keep memos or suggestions for ads. that come up at a time when they cannot be dealt with. Suggest to clerk that because weekly papers are usually issued on Thursday, he spend between 6 and 7 Tuesday evening fixing up the ad.

Suggest to him the keeping of a series of headings from which it is much simpler to work out a text than it is from a lot of unassimilated ideas.

Tell him to write in a space "ruled off" on a sheet.

Do not write as you talk.

No mention of the goods unless you have exclusive agency.

If reinforcing a national campaign use prices. Talk service and liability.

R. J. BRUCE, WEST TORONTO,

Elected One of the Auditors for 1909.

Prices in Ads.

Mr. Briggs was asked if he believed in giving prices in advertising, particularly in stove advertising, and if so, why. In reply he said this query gave birth to a great variety of opinions. If a maker of stoves was advertising nationally he would of course not quote prices, but in the case of a local dealer, Mr. Briggs thought prices should be mentioned, as it would help to complete sales quicker and surer. There were other advantages in showing the people the worth of a stove, having a standard figure, and adhering to that price. If men in the drapery and other lines could put on prices, he did not see why a stove dealer could not.

In aswer to another question re dodger vs. the newspaper, he asserted that the latter was preferable for holding attention. The ordinary free mediums such as blotters and other things thrown

around promiscuously were not very good, but circulars were if well prepared and carefully written. A newspaper was generally read by all while a blotter or dodger might be seen by comparatively few. The show window was also a good medium of advertising. He would not advise a dealer to adopt strongly the idea of putting the prices on all goods in the windows as it looked as if goods were being sold on price alone, whereas in newspaper publicity, quality, etc., could be talked, as well as price. As to calendar advertising it might be successful, but it was a departure. No man could put out calendars a dozen times successfully, unless he was a trained man. The records go to show that the majority of dealers, who had tried out newspapers, had adopted the safest and surest medium. He favored display ads. rather than readers.

NEVER SAW BETTER CONVENTION.

My impressions of the convention were of the most favorable kind. This being my first year in attendance, I unhesitatingly say I did not realize what I missed by not being there before. Circumstances, however, prevented my going.

My impressions of the retail hardware trade of the province will not be magnified when I say that I never saw a finer type of men and a better convention.

The questions discussed were helpful alike to manufacturer, wholesaler and retailer, as what is the interest of one is the interest of all and the central idea being the greatest good to the greatest number and that means no combination on prices.

Will the retail hardware of Ontario stop a minute and take the advice I am about to give: Before the close of 1909 become a member of this Association. Send in your name to the secretary asking for membership and next February when the Association meets sign the roll, pay your $3, and show by your enthusiasm that you are one of the live hardwaremen of this great province. Then after spending three days at the convention if you have not been fully repaid, the executive will refund you the $3 membership fee. This, in brief, is my faith in the Association that has been organized in the interests of the hardware trade of Ontario and this being my first year as a member.

M. S. MADOLE.

Napanee, Feb. 13.

How to Conduct a Tinshop.

J. H. Rowe, of Dunnville, followed in an address on "How to Conduct a Tinshop Profitably." He touched upon the necessity of the dealers treating well the travelers who were the salt of the earth. In the first place in the tinsmithing business, study economy in your back shop. Do not waste material. Put all pieces of tin in assorted bins. Do not cut into a whole sheet of tin to get a small piece for putting on a bottom of a pail. Keep your shop tidy and clean, and everything in its place. Have good tools and machines and keep them in shape. An emery wheel was also a necessity to sharpen tools. Have a time card on which to put down the material used on a job and the man's hour. Each shop should have a ten-foot brake which was more serviceable than a eight-foot one. There was good profit in fitting up old stoves, getting repairs for them. He told of one that he had bought for a dollar, had fitted up at no greater outlay, including the original cost, than $2.50. He was asking $10 for that stove now and would get it. A Noyes groover, a punching press and wire former saved money, as also did an eclipse elbow machine. Hardwaremen paid too little attention to their tinshop and ran it as a side line. This should not be the case. The tinshop was a profitable business if conducted with some tact and judgment as a hardware store. In putting up eavetroughs, 8 cents per foot of 10-inch girt was not enough. The price should be 10 cents a foot to make a fair profit. The labor problem was difficult, and only those men who did a fair day's work for a fair day's pay should be engaged. Extra should be charged of mitres and elbows. For the latter, he charged 15 cents and 25 cents was what should be realized for mitres. Although he did not charge for them in his section, in some other places they did.

Plate Glass Insurance.

W. G. Scott, Mount Forest, spoke on a plan of mutual plate glass insurance which prevailed in his town. Through insurance companies high rates were charged. The law placed certain restrictions on plate glass insurance. He did not wish to speak of this scheme as a local matter. In his own town the project had worked out splendidly and had first been discussed ten years ago at the Merchants' Club, which took up many mercantile matters. The measurement of all plate glass was taken in the town. The rate was 5 cents per square foot per annum, or 10 cents for three years, so far as the insurance companies were concerned. The Mount Forest Club had charged 2 cents per square foot to join. No merchant was allowed to come in for less than a dollar. It was expected that the money in the treasury would soon run out, but the club had gone on for five years before an assessment was necessary, and then the levy was only 25 per cent.; the next levy was 75 per cent. and the third was 25 per cent. There were only three special assessments in ten years. The result was that the insurance on plate glass per foot for that period had been only 4 cents—2 cents per foot to join and the three assessments makes up the 100 per cent. In other words, a merchant having 200 square feet of plate glass front would in ten years have paid in entrance fee and assessments $8. The plan had gone on admirably, and all the members of the club were satisfied with it.

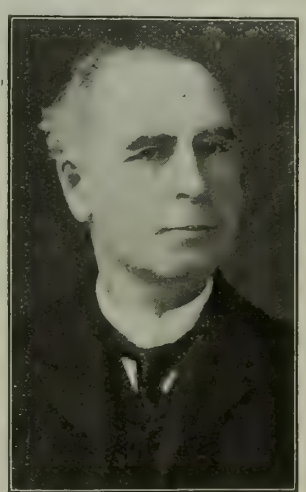
Discussion on Metal Roofing.

A general discussion followed on the matter of the metal roofing question, which was being considerably abused, according to some hardwaremen present. It was thought something should be done to stop the makers selling direct to the consumer.

J. R. Hambly said his experience with metal roofing and shingles was satisfactory. The fault was with the hardware trade if the makers had to go to the consumers. He had acted for one firm, and they had used him squarely, giving him a commission when they sold the consumer direct if he (the hardware merchant) failed to land the order.

A Napanee hardwareman said he had also been protected by the same firm, although an opposition manufacturer had appointed a livery man as their representative.

Mr. Dolph, of the Metal Shingle & Siding Co., Preston, and Mr. Gordon, of the Metallic Roofing Co., Toronto, spoke of the great future of the business. In ten years fifty per cent. of the barns would be covered with such roofing. Today, perhaps, not one barn in a thousand was covered with metal shingles.



M. S. MADOLE, NAPANEE,

The New Vice-President, Who was the "Silver-tongued Orator" at the Banquet.

They said it was up to the hardware trade to handle the business, as the farmer was now seeing the possibilities of their line. If the dealers pushed the goods the metal manufacturers would cooperate. They wanted to do business with the hardwaremen. It was cheaper, and the makers got their cash by cheque and did not have to go driving all over the country to collect their money. It was a profitable line for the hardware merchants to handle. If they would stick to the metal roofing men the latter would stick by them.

Another hardware dealer said if he did not handle the goods of certain makers they would go out and appoint a

farmer as agent. If the makers sold direct to the farmer they should do so at the retail price.

J. H. McRae, of the Gillette Safety Razor Co., Montreal, spoke. He asked the dealers to display Gillette advertis-

H. P. MORGAN, PETERBORO,

Who Says the Convention Will Help to Overcome Price-cutting.

ing more and to keep the company's goods clean and in a prominent place, as his firm protected the retail trade on the price in every case.

Question Box.

F. C. Lariviere, of Montreal, urged the convention to meet in Montreal next year. He would endeavor to answer in Hardware and Metal each week the 25 or more questions in the Question Box, as the hour was too late to do so now.

The President, Mr. Brocklebank, thanked Mr. Lariviere for his helpful addresses, which they all appreciated very much.

A. M. Cross, of AutoStrop Razor Co., Montreal, said hardware clerks do not study safety razors enough. They should do so in the interests of the sale of them.

The convention then adjourned, and so the fourth annual gathering of the Ontario Retail Hardware and Stove Dealers' Association, which was the most successful, enjoyable and profitable ever held, passed into history.

EXECUTIVE MEETING.

The 1908 executive met on Tuesday morning and reviewed their work during the past year, the result being the report made to the convention.

The 1909 executive met on Thursday evening, after the sessions had closed, they deciding that the place of holding the 1910 convention would be left over until the executive meets again in May. All the places nominated—Montreal, Peterboro, Toronto, Hamilton and London—will be considered in the meantime.

The secretary was instructed to secure information regarding the possibility of arranging a special summer meeting of the members of the association at Montreal next August, in response to the invitation extended by C. C. Ballantyne, Robert Munro, W. H. Gerke, F. C. Lariviere, Mr. Bittues, and other Montrealers who visited the convention. The proposal is that a special excursion rate be secured, that the members take their wives along, that one or two "Question Box" sessions be held, and that the balance of the time be spent in visiting some of Montreal's hardware manufactories and enjoying entertainment features such as the trip on the St. Lawrence River as suggested by Mr. Ballantyne.

The secretary was also instructed to write the Central Passenger Association asking for a rebate on the fares paid by the delegates to the convention at Hamilton this year, the attendance being far in excess of the number for which fare and one-third fare is allowed.

Messrs. Ballantyne, Cinnamon and Caslor were suggested as delegates to the New York State Retail Hardware Association convention at Rochester, Feb. 11, 12, 13 and 14, but none of the gentlemen could spare the time to accept the offer of hospitality from the New York hardware men.

THE GROUP PHOTO.

The large group photo reproduced this week is ample evidence of the success of the Hamilton convention and if it is compared with the first group taken in Toronto on May 16, 1906, and reproduced in Hardware and Metal at that time the growth of the association is emphasized in a striking light. It was intended to have the photo taken Wednesday noon, but the visit to Wood, Vallance & Co.'s warehouse made it necessary to postpone the event. As 30 or 40 members returned home Wednesday night or Thursday morning after the election of officers and banquet, the group is smaller than if it had been taken on Wednesday.

The photo was taken by one of the association's auditors, J. W. Peacock, who conducts a hardware store at 1026 Queen Street west, Toronto, and any who desire photos can secure them from him at 50 cents each.

CONVENTION NOTES.

"Montreal would give cordial welcome to next convention," telegraphed Robert Munro on Feb. 10.

"Would be pleased to have your next annual convention held in London," telegraphed Samuel Stevely, the stove merchant who is mayor of the Forest City.

Fred W. Karn, Woodstock, sent word that he could not come as his head clerk slipped on an icy step and suffered severe injuries.

"On behalf of the New York State Retail Hardware Association I send greetings and congratulations and hope your convention may be very successful. I extend to any of your members a most cordial welcome to our meeting at Rochester, Feb 16 to 19. J. H. Bradish, Batavia, N. Y., President of the New York State Retail Hardware Association.

The secretary knows whose badge the song and dance artist wore at the Bennett Theatre on Thursday night. But it wouldn't be fair to tell.

If anyone says the Gillette Razor people aren't keen advertisers ask one of the hardwaremen who attended the theatre party. As the toastmaster said at the banquet they "are as keen as a Gillette blade."

Thirty-three firms exhibited at the convention, netting $330 for the Association treasury—surely a satisfactory record for the first effort in running this feature. Better satisfaction all round however, will follow the holding of the exhibits in a hall rather than an over-crowded hotel.

The receipts during the convention amounted to about $250.

The photograph was taken Thursday at noon after many had left for home. Had it been taken Wednesday noon as first arranged there would have been half as many more in the group. It was certainly an eye-opener to see a procession of hardware men two or three deep and a full city block long.

Vice-President M. S. Madole, Napanee, said he had attended numerous church and society conventions but never had he seen better decorum exhibited by delegates. One or two hangers-on, not retailers or exhibitors, finding it impossible to become "tagged" got "jagged" (one of them having to be forced out of the convention room) but the compliment paid the delegates by Mr. Madole, the baby member, was deserved.

Porter A. Wright, President of the Michigan Retail Hardware Association, wrote: "I can assure you that it would afford me a great deal of pleasure to meet with you on this occasion but on account of the very unusual amount of work that I have to do just at this time it will be impossible for me to visit you this year. It is my wish that you extend to the members of your Association in convention my heartfelt thanks for the many courtesies extended to me at your last convention in Toronto and for the very royal manner that I was entertained as your guest during your 1908 convention and I can assure you that the memory of that convention will remain for a long time as one of the pleasant memories of my life and I hope that at some future

DO AWAY WITH PRICE-CUTTING.

The convention held at Hamilton was the first one of its kind that I have attended, and I was greatly taken up with it. There were many good points brought out that I am sure were very interesting to the hardware man.

The convention is a good thing, you get acquainted with the leading hardwaremen of our province, and it affords us an opportunity to learn more of our business and to be more friendly with our competitors which in the end will, no doubt, do away with a lot of the "price cutting."

H. P. MORGAN,
of the Peterboro Hardware Co.
Peterboro, Feb. 16.

time I may have the pleasure of meeting with you again. From your programme I know you will have the best and largest meeting that you have ever held and I trust that the same spirit of harmony will prevail as it did one year ago."

SURPRISE AND ASTONISHMENT.

Wasn't the convention a bumper meeting? This is the first time that I attended the convention and you can jot this down that if I am well and able to go next year, I'll be on hand. These meetings are bound to further the interests of every attending hardwareman.

To put it mildly, I was surprised at the magnitude of our Association and very much astonished that your Nominating Committee saw fit to put my humble self on the Executive, but I will try and merit this confidence and do all I can for the Association the coming year.

J. T. WEICHEL,
of M. Weichel & Sons, Elmira and Waterloo.

Elmira, Feb. 15.

A box for "complaints and suggestions regarding this and future conventions" was hung up at the convention door but few took advantage of the opportunity to express themselves. Evidently everybody was well satisfied.

An honorarium of $100 was voted the secretary by the convention at the close of the Wednesday afternoon session.

The Lufkin Rule Co. have offered to supply a novel badge for the delegates to next year's convention.

A rink of retailers composed of F. W. Otton, Barrie, C. R. Bailes, Oshawa, E. W. Brocklebank, Arthur, and G. A. Binns, Newmarket, curled a rink of Hamilton manufacturers on Thursday night, defeating them by 11 points to 8.

The delegates commenced to move away on Thursday morning but about four score remained to visit the Hamilton Steel and Iron Co's blast furnace on Friday morning. Another lot of about two dozen accepted an invitation from Col. Gartshore, of the McClary Mfg. Co., London, to spend Friday and Saturday at London as the guests of the McClary Co.

Taylor Forbes' bell was heard and seen everywhere. At six o'clock Wednesday morning it startled the Waldorf hotel guests, many of whom rushed into the corridors with their clothes in their arms. Then at the theatre party the belle rivalled the orchestra in occasioning before curtain applause.

The genial face of Secretary James Hardy, of the Canadian Wholesale Hardware Association was missed at the banquet, this being the first of the four dinners Mr. Hardy has not been present to add his word of advice and his appreciation of the value of trade organization.

J. H. Walker, general manager of the Dominion Belting Company, Hamilton, was a visitor at the convention on Thursday.

The Canadian Manufacturers' Association was represented at the convention by President Robert Hobson and Past Presidents C. C. Ballantyne and Cyrus Birge.

Brantford roofing was given a thorough test at the convention, rolls being spread on the floor and walked on, and given the roughest kind of usage. But as one bystander said: "You can walk on it, or jump on it, but you can't hurt Brantford roofing."

SOUVENIRS DISTRIBUTED.

Some very valuable souvenirs were distributed to the visiting members of the Association, the total value of these running into hundreds of dollars in the case of some firms. And coming as a complete surprise to the retailers the generosity of the manufacturers was all the more aapreciated.

Taylor, Forbes & Co., Guelph, were especially generous, giving out a beautiful pocket bill book in soft leather and containing no advertising whatever. Few delegates will forget, however, that it was given them by Adam Taylor, secretary of the well known Guelph firm during the Hamilton convention.

The Lufkin Rule Company of Canada, Windsor, were also to the front with several hundred five foot steel tapes, put up in neat boxes for distribution. The tape bears the "Made in Canada" motto which, in itself, is a reminder that this enterprising company has established on Canadian soil a thoroughly modern plant to supply the wants of Canadian hardwaremen and mechanics. J. A. Hossack, sales manager for Canada, also presented the members of the executive with special flasks in the form of 50 foot tapes.

The Gillette Razor Co., Montreal, distributed a gilt edge pack of cards with a special Gillette back, a second souvenir being a useful pocket looking glass with a calendar on the back and a third was a box of matches at each plate at the banquet table.

The Canadian Tool & Shovel Co., Hamilton, adopted the practical method of distributing their souvenir of a "bull dog shovel" tie pin in a neat case, by placing one at each guest's plate at the banquet.

The Standard Paint Company of Canada, Montreal, makers of "Ruberoid" and the F. W. Bird Company, Hamilton, manufacturers of "Paroid" roofing, handed out pocket change purses and loose leaf pocket note books respectively.

The Gurney Tilden Company, Hamilton, had a practical reminder in the form of a magazine lead pencil with a supply of lead, all in a neat box. The Hamilton Mirror Plate Company, Hamilton, and the Dominion Belting Company, Hamilton, also gave out souvenir lead pencils.

The Atkins Saw Company, Hamilton, supplied a neat coat pin and a hair comb in the form of a saw. The Ontario Lamp and Lantern Company, Hamilton, had souvenir lanterns hanging to a coat pin. Canadian Hart Wheels, Ltd., Hamilton presented each delegate with a "Beaver" oil stone; the Moffat Stove Company, Weston a paper knife; the Carborundum Company, Niagara Falls, N.Y., a carborundum tie pin; the Dover Manufacturing Company, Dover, N.H., calendars and sad irons; and the Martin Senour Co., Montreal, desk calendars.

VISIT TO STEEL PLANT.

Those who stayed over till Friday to accept the invitation of the Hamilton Steel and Iron Company to visit their blast furnaces and rolling mills were more than repaid for, as guests of Robert Hobson, the general manager of the company, every courtesy was shown them, a special run of metal being made for the benefit of the visitors and the complete process from smelting the ore to producing the finished product in the form of pig iron (foundry, basic and malleable), bar iron, bar steel, etc., was explained for the benefit of the visitors.

TRAVELERS ENROLLING.

Half a dozen hardware salesmen have already availed themselves of the opportunity given by last week's convention of enrolling as honorary members of the Ontario Retail Hardware and Stove Dealers Association.

All travelers calling on the hardware trade and selling hardware, stoves, paints or metals, etc., are eligible for honorary membership, the enrollment fee being $1 per year. Enrollment, however, must be voluntary as no canvass will be made to solicit travelers to join the Association.

Travelers' day at the convention next year will probably be the opening day, it having been suggested that this would be more satisfactory than the closing session as held this year.

As already announced, the Association has decided to offer the traveler sending in the most new members before the February, 1910 convention, will be presented with a handsome suit case suitably engraved. A minimum of ten members must be secured, however, by the traveler winning the prize.

A similar suit case is offered to the member bringing in the largest number the minimum being placed at five new members.

J. S. WEICHEL, ELMIRA,

Who Was "Surprised at the Magnitude of Our Association."

Retailers Banqueted by Hamilton Jobbers and Manufacturers

What was probably the greatest social gathering of retail merchants in Canadian history was the banquet at the Waldorf Hotel on Wednesday evening, tendered the members of the Retail Hardware Association by the hardware jobbers and manufacturers of Hamilton.

Two hundred and fifty hardwaremen—most of them retailers—sat down to as fine a spread as the money of the Hamilton hosts could buy.

A crowded and beautifully decorated room, a jolly company, a number of brief but meaty addresses, some well chosen entertainment, and an evening not too long drawn out, is the short story of the greatest night's fun participated in by Ontario hardwaremen since the organization of the association three years ago.

The hosts, the hardware jobbers and manufacturers of Hamilton, were unable to entertain the representatives of the manufacturers who by their trade exhibitions helped to make the convention a success. The largest banquet hall in Hamilton was secured, but it was barely capable of accommodating the visiting retail hardwaremen and the representatives of the local concerns who dug down into their jeans to provide the funds for the entertainment.

The enjoyableness of the convivial occasion was materially added to by the presence of the Musurgia Male Quartette, who contributed several admirable vocal selections.

The toast master was Robert Hobson, general manager of the Hamilton Steel & Iron Co., and the president of the Canadian Manufacturers' Association. He presided most acceptably and kept things in excellent running order, the proceedings never dragging or lacking energy.

The first toast, "The King," was enthusiastically honored by the singing of the National Anthem.

The chairman referred to the regretted absence of William and George Vallance, of Wood, Vallance & Co., owing to the death of their eldest brother, James Vallance, a Hamilton contractor. A toast was then drunk in silence in their honor.

J. I. McLaren, Mayor of Hamilton, in an appropriate way, welcomed the convention to Hamilton, and asked the convention to come back and visit Hamilton again.

C. R. McCullough, who some 16 years ago founded the Canadian Club movement, responded to the toast of "Canada." To-day there are forty Canadian Clubs throughout the Dominion. The toast was loyally honored by the great gathering singing the "Chant National."

Mr. McCullough said that the best response to the toast was the song just sung by the company, and Mr. Larivee, of Quebec, the author, had indeed been fortunate in composing such a song—the sentiment of which had won its way to the hearts of all. In an eloquent peroration the speaker referred to the growth and greatness of the Dominion and its brilliant future. Canada had the raw material to make her one of the greatest nations on earth.

The Retailers' Toasted.

"The Ontario Retail Hardware and Stove Dealers' Association" was next toasted by Mr. Hobson, who said the Association was composed of bright business men feeling the pulse of the country and its trade, and meeting the wants of the consumer. Canadians were beginning to realize their independence, and the nation to the south of us was now convinced that we had good right

CYRUS BIRGE, HAMILTON,

President of the Canada Screw Co. and one of the Speakers at the Banquet.

to realize that independence. We, in Canada, had no intention of cutting loose from Great Britain, and any talk of annexation to our neighbors over the border was dead. For a child three years old, the Retail Hardware Association was indeed a very sturdy youngster, and he wished it every success.

The retiring President, J. R. Hambly, spoke first, and was given a cordial reception. He referred to his pleasure at representing the Retail Hardware Association. He thanked Wood, Vallance & Co. for the invitation to meet again in Hamilton. They were a firm who knew how to do things right, and were one of the most reliable and truest to the retail trade. The Retail Hardware Association was young, but since the birth of the Association three years ago, good results had been accomplished and all had benefited by it whether retailer, jobber or manufacturer. They had had the time of their lives, and would never forget the kindness of the hardware jobbers and manufacturers in the Ambitious City.

Weston Wrigley, Secretary of the Association, said that the jobbers and manufacturers of Hamilton were entertaining the visitors nobly. The jobbers had apparently foreseen the large attendance and had called upon the manufacturers to assist, and they had responded generously. The gathering was assuredly a creditable one, considering the small beginning made three years ago. Mr. Wrigley dwelt upon the removal of all causes of jealousy brought about by the good work of the organization. Hardwaremen buy their goods from organized sellers, and receive their freight over organized railroads. Why not organize themselves, therefore, to see that their interests are protected. Organization was the watchword all along the line, and the keynote of the convention. It was to the advantage of every branch of the trade to have the retailers organize, reduce their stocks, adopt the cash system, and carry on business more profitably. All the discussions at the convention were such as to help in accomplishing this end.

F. C. Lariviere, Montreal, next gave a rollicking song.

The Baby Member.

M. S. Madole, Napanee, was the third speaker who responded to the toast. He was welcomed as "the baby member of the Association," and referred to the City of Hamilton as a wonderful manufacturing centre, where the amount of capital invested in local industries, by the 432 factories, was $28,000,000. Some 12,000 men were employed, while the manufactured output was $33,000,000 a year, and the total imports $12,000,000. Truly the place was entitled to be called the Ambitious City. He was glad to be present and was not sorry he had come and brought his membership fee with him. There was no conflict between the manufacturer and retailer so long as each confined themselves to legitimate channels of trade. He was merely throwing this out as a warning. He believed they had the utmost confidence in one another. The Retail Association stood for a better understanding among the members, as well as between the retailer and the wholesaler. The farming community stood for the best and brightest in Canada, and the retailers should give the farmer the fullest and freest information that they could.

Harold Hamilton then sang, the banqueters joining in the chorus of "Boys Will Be Boys."

Bay Hill, "the only unseated Senator of Hamilton," followed in a humorous speech, which aroused great merriment.

The Hardware Trade.

The next toast was "The Hardware and Metal Trade of Canada," coupled with the name of Cyrus Birge, Hamilton,

president of the Canada Screw Company, who congratulated the Retail Association on its great success. Organization to-day was necessary in all lines

ARTHUR HATCH, HAMILTON,

Representing the Canada Steel Goods Company on the Entertainment Committee.

of business, if a fair living trade, which was the due of all, was to be done. The Retail Association deserved success. Decide upon a fair profit and get it was his advice to the retailers. On behalf of the manufacturers he invited the Retail Hardware Association to meet again next year in Hamilton, and they would give them a better time than ever.

Strength in Unity.

F. C. Lariviere, of Montreal, spoke of the greatness of Canada and the good opinion held by the natives of Quebec for the people of Ontario. Those who raised the race cry did not represent the people at large. He congratulated the Association on the success of the convention.

"There are links," he said, "in the chain of every successful association which must be forged of nerve and perseverance. There are gaps which only nerve and persistence can bridge. Nerve to believe the things we think; nerve to do the things we plan. In visiting the Greening plant this morning you surely noticed when going through the mill, the 1½ or 2-inch wire rope which was being made. In looking at the numerous wires used the thought came to me that it was very easy to break one of these small wires, but when all were united it was impossible. Could we not apply the same principle to association work? If all the retail hardware merchants of the Province united and formed one solid body with good concentrated action you would very easily have redress in your just claims. What is impossible for one person alone to obtain is often feasible for an association. Every day proves the necessity for co-operation. In all association work we meet broad minded men interested in the general progress of commerce, and more especially in the trade we are engaged in. These men are precisely those who need least the benefit of the association and who regret the most the indifference of other dealers."

Continuing, Mr. Lariviere said that the hardware merchants get more out of conventions than anything else, as there were secrets which could only be communicated from mouth to ear. The members would learn that their competitors were not so mean and tricky and that they were all aiming at success. Mr. Lariviere was given three lusty cheers on concluding his broad minded address.

The Hardwaremen's Bible.

Col. J. B. MacLean was introduced as "the publisher of the Hardwaremen's Bible." It was, he said, an event in the history of the hardware trade of Ontario to have Mr. Lariviere, Montreal, at the banquet. Col. MacLean then told of the kindness he had received from the French-Canadians during his residence in Montreal. He referred to

S. H. ALEXANDER HAMILTON,

The Tireless Secretary of the Entertainment Committee, Representing Wood, Vallance & Co.

the bigness and broadness of the business men of Hamilton as compared with those of some other places. There was a tendency in some centres to hamper enterprise on the plea of safeguarding the public interest. In reality the cry was usually inspired by jealousy of those who would not risk their own capital, but who were afraid that those who did might make too great a success. The numerous important industries yet in their infancy, represented at the banquet and the others that must follow kept impressing these thoughts on his mind. A few years ago Hon. Robert Jaffray and certain other public-spirited Toronto men associated with some gentlemen across the line had sought to establish an iron and steel industry in Toronto. The civic authorities did not consider what a big assistance it would be to Toronto, many objections were made and the question was raised that Jaffray and his friends were going to make money out of the enterprise. A prejudice was thus created and owing to this the promoters located at Hamilton. Here the spirit and broad mindedness of the city were shown and the business interests grasped the situation. They did not care if money was to be made by some one so long as Hamilton landed the industry. This the city now had in the Hamilton Steel & Iron Works, of which the chairman, Robert Hobson, was at the head. But more important, still numerous other factories employing thousands of workmen had grown up about the steel plant. Col. MacLean endorsed fully the remarks of Mr. Madole in reference to the farmer. The most important question to-day to the retailers was how could they sell more goods. They could only dispose of additional goods by increasing the buying power of the farmer. The Ontario Agricultural College at Guelph was doing a work that meant much to the hardware trade. In Lindsay, for example, a branch agricultural school had been established, and Mr. Flavelle, of that town, had informed the speaker that the advantage of this school and the training in practical farming received there, meant that the farmers of the county would have three million dollars more to spend with the merchants in the various towns and villages of the ridings of North and South Victoria. The same would apply to all counties where such schools had been located. He told of a farmer on 32 acres who had made and expended in the last seven years $18,000 on his place, principally in new buildings. Nearly all this money had been spent with the retail hardware dealers in the town adjoining that farm. Whether they held the next convention in Ham-

F. H. WHITTON, HAMILTON,

Who Represented the Canada Screw Co. on the Entertainment Committee.

ilton or elsewhere, in order that the hardware men might witness the good work done at the Ontario Agricultural College and also to interest them in

increasing the buying power of their customers, Col. MacLean asked to be allowed to take the members, at the expense of Hardware and Metal, to see the model farm, and view the work being done there. What increased the earning power of the farmer brought prosperity to the merchant, and he felt that within ten years he would be repaid many times for any expense he might be put to in taking the hardware men to Guelph. The proposition was greeted with applause.

Mr. Hobson also spoke of the good work of the O.A.C. at Guelph, and what was being accomplished there.

D. Cinnamon, of Lindsay, who followed, said there were better days in store for the retail dealers of Ontario, and these meant better times for the wholesaler and manufacturer. He felt that it was a good thing to belong to the association and it was good to be here. He paid a warm compliment to the wholesalers and manufacturers of Hamilton. There were many in this city who did not realize what a great industrial centre it was, and there were people living in Canada who did not know their own country, yet traveled to the Old Country when they might better stay here and learn what a big and wealthy land they have.

"The Host" Toasted.

D. Brocklebank, the new president, said this was the greatest evening he had ever spent. The visit to the different factories was also much appreciated. He proposed a toast to the jobbers, the manufacturers, the travelers, and the City of Hamilton. In a word, "the hosts," was the toast.

A. W. Humphries, of Parkhill, past president, spoke briefly and referred to the early history of the association and its gratifying growth.

W. A. Rankin, of Ottawa, also made a few happy remarks and dwelt upon the success of the gathering.

Robert McCullough, of Hamilton, asked all to fill their glasses and drink to the health of the toastmaster, Robert Hobson. It was honored with great gusto and the recipient of the distinction pleasingly acknowledged the compliment paid him.

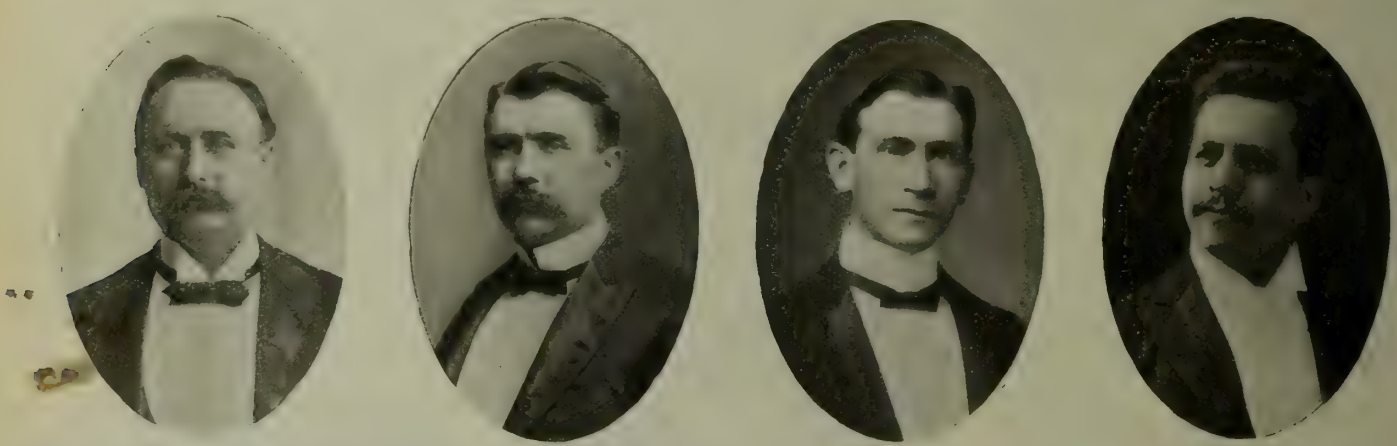
J. N. McGregor, Oakville, told a funny story, and the assembly closed a most enjoyable evening by singing with vim "Auld Lang Syne."

QUARTETTE SINGING AT BANQUET

A very interesting attraction at the hardware convention banquet, outside of the speeches was the singing of the Musurgia Quartette of Hamilton, made up as follows; Geo. Clark, first tenor; A. S. Devine, second tenor; Mr. Glassford, first bass; R. E. Devine, second bass. These four gentlemen have been singing for many years as a quartette and wherever they have sung have won unstinted praise. Such blending of voices is rarely heard. The selections they gave covered both classical and comical, and judging by the vociferous applause they received after each number, their singing was very much out of the ordinary. Mr. Glassford, who is to be found at the Meriden Britannia Co., looks after the business end of the organization.

THE THEATRE PARTY.

Retailers, jobbers and manufacturers celebrated the closing of the convention by adjourning to the Bennett Theatre on Thursday evening, where a programme of vaudeville was on the bill, some of the stunts, particularly the hand shadowing and the acrobatic exhibition will be long remembered. The feature seemed to be enjoyed by all.



The Masurgia Quartette Which Provided Excellent Music at the Banquet—From Left to Right, Geo. Clark, A. S. Devine, R. W. Glassford and R. E. Devine.

ANNUAL MEETING AT OTTAWA.

The annual meeting of the Ottawa Hardware Association was held on Tuesday night and was attended by a representative gathering, J. O. Richard presiding. A letter from the secretary of the Ontario Retail Hardware and Stove Dealers' Association, was read urging more members of the Ottawa association to affiliate with the Ontario association. The discussion of the letter was deferred until a later date. It was agreed to send letters of condolence to Mrs. W. Graham, and Mrs. C. A. Butterworth. It was decided to hold over for future consideration the question of the advisability of closing on Saturday afternoons during July and August.

J. G. Cowan, acting-treasurer, in the place of the late Mr. Graham, presented the accounts, and stated that their financial affairs, he was glad to say, were in a very satisfactory state. All members had paid up, and there was a clear balance of $76 odd. Mr. Cowan in reading his 7th annual report, referred to the proposition last year to close stores on Saturday afternoons during July and August. Each member was written to on the subject, but as the replies were not unanimous the matter was dropped. He had great pleasure in stating that no complaint had been reported officially with regard to any business transacted by the members. He regretted to report the death of two members on the same day. C. A. Butterworth and W. Graham, the latter having held office as treasurer since its organization. The reports were carried unanimously. In order to facilitate the attendance of members, it was decided to hold meetings on the first Tuesday in each month. A letter was read from G. N. Gray, of Lewis Bros., Montreal, offering the association the use of the sample room for their future meetings. The offer was received with thanks, and unanimously accepted.

The election of officers then took place. R. Mulhall was elected president; J. Kerr, vice-president; F. W. Mahon, second vice-president; W.A. Rankin, treasurer, while J. G. Cowan was re-elected secretary. Mr. Mulhall, in taking the chair, amid cheers, said that he would do all that he could to make their meetings successful, and he suggested bringing out the social end. W. Strachan, in speaking on the desirability of keeping the attendance up to the mark, referred to the good work done by the association, how it had brought the members together, and how they had been benefitted by the discussion of questions which affected all of them. Eventually it was decided that the officers be formed into a committee to devise some schedule of games to bring out the social end of the meetings. After business had been cleared off, cards were enjoyed.

AFTER THE CONVENTION.

"I am just in receipt of your favor advising me that your executive will later seriously consider holding a summer meeting in Montreal. By all means I would recommend as the most suitable time—during the summer months, say any time in August. I think it a capital idea that the members should bring their wives, daughters and lady friends, and I sincerely trust that the next meeting of your important Association will be held in this city."—C. C. Ballantyne, managing director, Sherwin Williams Company, Montreal.

"I cannot help but think all progressive hardwaremen in Ontario will desire to become members of the Association when they learn through Hardware and Metal the profitable and successful convention we had. I believe it's of more value to us from a business standpoint then we could gain in a year's experience in our business and I look forward to a larger increase in our membership during this year than we had in 1908."—J. R. Hambly, Barrie.

Display made by D. Maxwell & Sons, St. Mary's, in the Exhibition Room — Part of the AutoStrop Razor display to the Right.

One of the most enthusiastic exhibitors at the convention was J. A. Hossack, of the Lufkin Rule Company, of Canada. He found so many retailers who were surprised at the great variety of tapes and measuring devices made by his company at their factory, at Windsor, that he was delighted with the opportunity presented of showing his samples. As he says, the salesmen for the jobbing houses, have so many other lines to show that they must necessarily overlook or neglect some, and the comprehensive Lufkin line must frequently suffer. Mr. Hossack expects to receive a much greater demand for Lufkin goods from the jobbers as a result of the convention, and he says he'll be on hand next year with a better showing than he was able to make at Hamilton.

A. A. Bittues, managing director of the Gillette Safety Razor Company, Montreal, took a "keen" interest in the convention and on his return to Montreal, wrote the Association secretary: "My personal suggestion would be that next year you place your exhibits in some such edifice as the drill hall, allowing an equal amount of space to each exhibitor. This, it would be necessary to establish certain rules, which would hold the exhibitors in check. Hours could be established for the convention, and hours for exhibition. During convention hours, the exhibition should be closed and absolutely so. Thus the exhibits would, in no way, detract from the convention features. I quite appreciate the troubles of yourself and Mr. Hambly in trying to call the convention when each room of the hotel held from six to eight members of the Association. We, however, on our part, were always ready to close our doors, in order to eliminate this feature, and to assist. There is no doubt that there is no hotel in Ontario which can again take care of you, growing so large as your Association has grown."

Frank H. Brown, an old Ontario boy who had several years' experience as salesman for the John Lucas Company, Philadelphia, and is now Ontario sales representative for Brandram-Henderson, Limited, Montreal, was covering Western Ontario last week but found so many hardwaremen away at Hamilton, that he headed there himself, arriving on Wednesday and putting on a display of his company's advertising matter in the exhibit hall.

Mr. Brown's experience in the United States has taught him the value of retail hardware conventions and he says he hopes to be on the ground with a good display next year.

G. S. Dellinger, of Ford & Featherstone, Hamilton, who had an exhibit of Cary fire-proof safes at the convention, writes: "We formed some very pleasant business associations at last week's meeting and will be glad to have you keep us fully posted as to your next meeting, as the chances are that we would like to be represented. We trust that the business of the Association will run along smoothly during the present year, and that the convention next year will be the "best ever."

W. J. Shaw, with F. W. Bird & Son, Hamilton, writes:—"It is altogether likely we will be found among your list of exhibitors for next year. In this connection we might say that we hope you will give us timely warning of the place of convention, etc., so that we may make our arrangements accordingly. We think your idea regarding the selection of a large convention hall for next year, with proper facilities for arranging exhibits, is a good one. In any hotel, no matter how well conducted it may be, there is always to certain people a temptation in the hotel bar, which can largely be done away with by the use of a hall separate from the hotel. We think the idea of providing each member with a badge bearing his name and address is a very good one, as it enables the different firms interested to locate those with whom they do business, and yet who are not personally known to them. We hope this plan will be continued next year. Our representatives at the convention were Messrs. E. B. Wigle, H. F. Collins, G. S. Wakefield and W. J. Shaw, who all unite in thanking the officers of your Association for the courtesy shown them."

W. J. Telford, of the Supreme Heating Co., Welland, makes the suggestion that at next year's convention arrangements be made to allow stove manufacturers to set up and operate ranges. Facilities for this were not available at the Hamilton convention nor at the Toronto exhibition and Mr. Telford makes the point that with the ranges in operation hardwaremen will be better able to familiarize themselves with the construction and working of the ranges.

Fred Chalcraft, manager of the Brantford Roofing Company, Brantford, who with five other representatives of his company, attended the Hamilton convention, writes:—"We think the convention was a great success in the interest of the Hardware Dealers' Association, but as you have outlined in your circular letter of the 15th, it has outgrown hotel accommodation and if the convention is to be continued year after year, more suitable quarters should be obtained, where those who are desirable to exhibit may have better accommodation, and where the hotel bar influences will be entirely removed. At the same time as a manufaeturing firm, we think it is in the interest of the trade to meet all members of the Association once a year, and if there are any grievances, they can then be talked over, and a better understanding arrived at, as between manufacturer and dealer. We would also suggest that manufacturers have an opportunity during the convention to express their views as to the handling of goods and an improved method on the part of the retailer. If manufacturers had this opportunity, it occurs to me, some of the rough places could be smoothed out."

"I must compliment you on the success of your annual convention and upon getting the report published so promptly," writes Col. W. M. Gartshore, vice-president of the McClary Manufacturing Company, London.

The Question Box Discussion

Interesting Discussion at the Hamilton Convention Under the Leadership of Mr. Lariviere.

At the convention last week one of the most instructive and profitable features was the Question Box department, which was in charge of Fred. C. Lariviere, of Montreal. The members generally took part in the discussion, and some valuable pointers were brought out, Mr. Lariviere closing the debate on each topic.

The following are the queries, which were placed in the box, and attached to each is a summary of the views presented which cannot fail to be of interest and help to every dealer:

> Do you approve of "tagging" prices when making window displays?

Different opinions were expressed. One dealer thought it was not a good thing to do as it gave an opponent the opportunity of learning what goods you are pushing and the prices you are asking for them. For that reason he did not favor stating his prices. Another hardwareman said he never mentioned prices in his advertisement; that he talked of the quality and merit of the goods and he got excellent results from his advertising. Putting prices on articles in the windows might do for large city and departmental stores.

Mr. Lariviere did not agree with either speaker. He said: "In making your window display use price tags. As far as your competitor is concerned, change your display frequently and he cannot get ahead of you. You will thus lead the other fellow and keep him guessing as to what you will do next."

> What method have you for marking stoves and wire, and all heavy goods? Do you advise using a price book?

One delegate reported that he kept a price book with everything entered in it, including cost and selling price of all articles in the store.

Another dealer said he used the card system. All goods were marked in plain figures, the cost price, of course, being private. A third member said the same. Still another told of having small wire racks one on each counter, they being easily moved. Small cards or boards with the lists painted on were inserted in the racks.

Mr. Lariviere said that all goods which could be marked in plain figures should be. It was advisable to have all household articles so marked, but in the case of tools it was not. A man might be frightened away at seeing the price of a tool, but if its superiority was explained to him, he would doubtless purchase. On heavy goods linen tags were used in his store in Montreal, in addition to price books. A price book was kept in each department. A clerk should rarely, if ever, be called upon to consult the book, as not being able to give the figure asked promptly, as having to run around to consult some body or some book, caused uneasiness on the part of a buyer and made him or her feel as if they were being "done up."

> What remedy have we as retail merchants, where wholesale glass, oil and color dealers sell the consumer at the same price they sell us?

One man said: "We should not buy from such firms. I cannot suggest any other remedy. We should notify other retailers when we find wholesalers selling to consumers, at wholesale prices, thus showing to our fellow dealers that our interests are mutual.

A second speaker declared that the only thing they could do was to report offenders and allow the executive to deal with all transgressors. Each member should do his part and report every case to the Association.

A Western merchant objected to wholesale houses conducting a retail business.

A Northern delegate remarked: "I do not want to do business with a house that is selling to me and my customer at the same time."

Mr. Lariviere said: "Individually you should meet these cases, and collectively have the Secretary write the offenders, pointing out the harm being done to the retailer."

> Are jobbers who are both retailers and wholesalers responsible for large retailers getting there names on the jobber list? If the manufacturers confined their jobbing lists to exclusive wholesale concerns, would it not benefit the retailer in general?

Several members objected to retailers who are not jobbers being on the jobbers' list.

Mr. Lariviere said that if wholesalers stopped selling to consumers there would be no difficulty. Retailers should buy exclusively from wholesalers, and if any houses were found placing retailers on the jobbing list then go to the manufacturers as an Association and tell them what wholesalers should be on their list.

> What are the best colors to paint hardware store fronts? Also what inside colors would be best to use for store windows in order to show goods to the best effects?

The following suggestions were made: Front, black, and inside cherry; front, aluminum, inside, natural finish or cherry color. Another dealer said that black was bad and threw a shade so that articles in the windows did not appear to their best advantage. Still another hardwareman remarked that he covered his black store front with aluminum and afterwards finding that it was not suitable, changed to enamel white, and painted the inside a dead red, which combination was much admired.

Mr. Lariviere said that if a dealer was looking for an artistic effect, bottle green, cherry or white were suitable. The inside depended upon the nature of the wood. The natural finish looked very well, but much depended upon the light, etc.

> Is it not good policy for hardware merchants to take an active interest in movements tending to educate the farmers and help them to make their farms more productive? Will this not bring more business to the hardware store?

D. Cinnamon, of Lindsay, spoke of the good work being done by the Ontario Department of Agriculture and said different towns had been selected for agricultural schools where there were extended courses, and also short ones of four or five days, in judging seeds, stock, etc., which had been a great success. Mr. Cinnamon advised any town, which could get one of these branch schools, to do so. The more intelligent and progressive the farming community surrounding any place the more successful and profitable would be the trade done by the retailer. Any movement that tended to educate the farmer was of great benefit to the hardwaremen The more money people had to spend the greater would be the profit and business of the dealers, who should do all in their power to assist in this good work.

O. B. Henry, Drayton, who spoke both as a hardwareman and a farmer, asserted that the various Farmers' Institutes were doing a splendid work. The more enlightened the farmer, the better for the business man. Seed exhibits were also good.

W. H. Richardson, Essex, referred to the success of the branch school in his town. The district instructor had done good work. Anything in the direction of improving the farm and farm buildings meant additional business for the hardware merchant, and any county securing one of these schools would find it a decided advantage.

Mr. Lariviere fully concurred in all the views that had been expressed, and said that he could add nothing to the points already brought out in the interesting discussion.

> Which is the more explosive—benzine or gasolene?

The answer was that one was as explosive as the other. There was practically no difference.

> Does good buying depend most upon price or upon selection and quality?

Mr. Lariviere replied that this question had been fully answered in his paper on "How to Conduct a Retail Hardware Store."

Should we buy oil from a company who sells to hotel keepers, threshers, etc., direct, without giving any commission to any dealer?

Mr. Lariviere—It is a matter of judgment. If I could get oil elsewhere I would do so.

Could the association secure data from members as to the cost of doing business in order to help members in figuring their costs properly?

Mr. Lariviere replied that in September, 1907, he had suggested a means of securing this information in Hardware and Metal. If certain members desired fuller information they should write him and from the replies received he would be pleased to present definite data at a later date.

Does it pay to keep a retail store open after 7 p.m. on ordinary week days?

J. R. Hambly, Barrie, said it all depended on what the people had been educated to. In his town they closed every night except Saturday at six o'clock, and the found that they get the business just the same. They had educated their customers to early closing and believed in quitting at a regular hour, the same as mechanics and others.

A. W. Humphries, Parkhill, said in his town on three nights of the week they close at six o'clock, on two other nights at 6.30, and on Saturday at 10 o'clock. The plan had worked satisfactorily.

W. G. Scott, Mount Forest, said that they kept open evenings, but about the only thing they saw in the practice was that they burn a lot of fuel and electric light, and the hardware stores appeared to be a convenient place for the dry goods merchants and others to send parcels to so that customers could call for them. (Laughter.)

Mr. Lariviere said that their competitors kept open every night. His firm closed at six o'clock, except on Monday, when they kept open until nine, and on Saturday evenings at ten o'clock.

Is it advisable when making a sale of any large amount to get a signed order or to order the goods on the person's promise to accept them?

Mr. Lariviere—Writing is better than mere word of mouth. It perhaps does not make men more honest, but more careful and they only sign for what they want.

Is it advisable for a successful retail firm to establish a branch store in an adjoining town or village?

Mr. Lariviere—Not unless you have a good manager; or if you have a trusted, trained employe and your town is too small for your business to expand. In that case a branch store might help you, but generally it is better to devote your entire attention and energy to one store. Mr. Lariviere added that his firm always found the highest salaried men the cheapest. One good, alert, thoughtful, experienced clerk was worth two or three poor ones and would sell more goods.

A member stated in his opinion that no retail firm doing a business of less than $100,000 a year required two partners. Several dealers did not agree with this statement.

What is the best way to collect small accounts?

A dealer declared that he had found the collection forms supplied by the association were first-class, and had brought forth excellent results.

Mr. Lariviere remarked that a polite letter generally resulted fairly well. To flatter a debtor that he is honest and has evidently overlooked or neglected the matter of prompt settlement is better than insinuating that he is dishonest and that you are going to sue him because you do not believe he intends to pay. Do not threaten or press unfortunate people. When they recover from sickness, lack of employment, or other trouble, they will probably do you a good turn in many ways. "That has been our experience," concluded Mr. Lariviere, "in very many instances, that I could name, and they have spoken a good word for us on several occasions."

Do you do a cash business? Can a cash business be done in hardware?

This question was discussed at some length and will be fully gone into in a later issue of Hardware and Metal. The experiences of several hardware merchants who have recently introduced the cash system, telling how it works, the difficulties, etc., that had to be overcome will be dealt with.

What percentage of profit should a dealer add to the invoice price of general hardware?

Mr. Lariviere—The value of an article is measured by the man who wants it and, if he agrees to pay the price that is his business and not yours. I think I have answered the question regarding seventy-five per cent. of the things in the merit five per cent. of the things in the hardware business is no object in their sale. It depends on the class of goods, their superiority, value and what you can get for them.

As to percentage you have to average this over and above the cost of doing business. There is no other way. All expense should be put down in one book and all profit in another and, if you find you are not making a profit in certain departments, increase the price of the goods using, of course, good judgment. The cost price should not be considered so much as the value, and what makes value is, for the merchant looking at the goods, asking himself, "what can I get for them?" at the same time not considering the cost price. A stranger to the goods would pay the same and surely your judgment is as good as that of a stranger.

A Western Ontario hardwareman said that Mr. Lariviere was right. Any boy could get hold of an invoice and, by adding a certain percentage, mark up a selling price on the goods. The speaker knew a fancy goods dealer in Brantford who, on marking goods, paid no attention whatever to cost price, but based his figures by holding up the goods and saying to himself, "what can I get for this article?" The fancy goods merchant had proved a decided success in business.

Another representative said, "I put goods at as high a price as they can be sold for. We have, for instance two makes of razors both of which we can guarantee. One make costs us $4 a dozen and the other $9. Both give good satisfaction to the public and we get the same price for each razor—the $4 line is marked up as high as the $9 because we believe in selling goods for what we can get for them.

A visitor from the north asserted that never in checking off the goods from the invoice was the question of percentage taken into consideration. We mark all goods for what we think we can get for them. Where an article will stand a good margin we secure it. The best way to meet cheap competition is to get a distinct and separate line, talk quality and try to get the price.

What advantage can a retailer secure from his banker? Can a line of credit be arranged covering a year and can bank exchange be overcome? What is the best way to do your banking?

An Eastern Ontario dealer told how he had decided to take the bit in his teeth and submitted several questions to the managers of the two banks in his town. One manager had communicated with his head office and had received a prompt reply. The other had not sent the speaker a reply yet. The hardwareman secured the privilege of having cheques marked at par anywhere in Ontario or Quebec, whereas he used to reluctantly ask for such privilege when his paper was sent anywhere outside of Toronto, Ottawa or Montreal. "We used," he added "to have to forward express money orders and we now save the express charges or exchange. Getting money orders took up a lot of our bookkeeper's time but now we settle all amounts to any point by cheque payable at par and, since our new banking arrangements we have been able to reduce the staff by one clerk's time to go to the banker. Handle him firmly, he is in business the same as you are and you will find that, if your standing is good, you can get many of the rates cut in two. I suppose that I asked the two bankers eighteen or twenty questions each.

Another dealer said that he had to pay exchange at one time on nearly every cheque, but new banks had come into this town since then, and he found they were willing to give and take.

Another dealer added that in Cobourg where they had four banks any cheque of his for over $5 would go through at par and without any exchange. All ex-

change charge on drafts had been wiped out. Competition between the banks had done a great deal to bring about this state of affairs.

Another hardwareman declared that cheques in his town issued by him were payable at par at outside points.

Mr. Lariviere humorously observed that the best way of doing banking was to get all the money you could and deposit it as quickly as possible. Submit a statement of your affairs to your banker. If you show that you started with nothing and are now in comfortable circumstances you get better terms. A man's credit improves as he improves his business. It is much harder to get on in business with a large capital and make money than it is to start with nothing.

Does it pay to form a joint stock company?

Frank Taylor, Carleton Place, said that he might be prejudiced but he would not invest five cents with others in any business proposition that was not a joint stock company. Incorporation was so cheap now and its advantages so patent that the outlay, even with small companies amounted next to nothing. A company with $25,000 stock can obtain a charter for about $125, which would include all legal and other fees, while an organization with $75,000 could obtain letters patent, etc., for $225. Mr. Taylor described the necessary steps toward incorporation. Three provisional directors were required and application had to be made through an attorney to the Provincial Secretary to get the letters patent which provides for incorporators who could be given one share each.

But some one might ask, what better off are you after getting a charter? Well! for instance a partner might die and the friends of deceased widow might undertake to interfere in her behalf in the conduct of the business by the remaining partner, or tell her that she ought to get her money out. The result would be that new arrangements would have to be made, a sale called or the money raised somehow to pay off the interest of the deceased partner. The outcome was that, in getting the money out, the goodwill of the business would be impaired. Mr. Taylor considered that the goodwill should represent the amount of stock ordinarily carried. That meant a business with $20,000 stock should have or carry with it a goodwill of that amount.

In the case of a deceased partner's wife wishing to withdraw her interest suddenly, the remaining partner had to sell, probably at a very inopportune time, to raise the sum and satisfy the demand. This probably meant a sacrifice in many instances and, therefore, serious disturbance to the goodwill. In the case of children, their interests were protected in joint stock companies and the law acted as guardians of their interests. Dividends if earned, did not have to be paid on the whole stock, merely on what was paid up.

In going into partnership with another person should he perform something out of the way, you are jointly responsible to the full extent of all your worldly possessions. Under incorporation your financial responsibility is limited and you are liable for only the amount of stock that you hold. You can own your own home in your own name and do not have to seek refuge behind your wife. "I tell you what," declared Mr. Taylor, "I have not a great deal of respect for a man or his business ability when everything he should own himself is in his wife's name."

In taking on a new member or releasing an old one it can all be done quietly and without disturbing the business. This is all effected by selling or transferring old or by creating new stock whereas in a partnership arrangement one has to look around, if a new arrangement is desired, hunt up somebody who is willing to assume the interest, etc.

You can as an incorporated company get a letter of credit from manufacturers and jobbers, and also more considerations from the banks. As your responsibility is limited to the number of shares that you hold you can invest your surplus money in other industries or companies with perfect safety.

Mr. Lariviere endorsed all that had been said regarding the benefits and advantages of incorporation. Mr. Taylor had said that the goodwill of a business should represent the amount of stock ordinarily carried. Mr. Lariviere declared that, in his judgment, the goodwill of a business represented the net profits multiplied by ten. "That is what I regard the goodwill of our business worth," declared the speaker.

General Discussion.

During the discussion on various questions W. F. McPherson, Prescott, said there was a limit in every small town to the turnover of a man's business. As fast as one line developed prominently or profitably some other line fell off or was cut out. What was to be done to increase business? would the smaller dealer have to go to a larger town?

Mr. Lariviere said that, while certain stores did not increase their volume of business, they made greater profits and were content with them. The object should be to turn over stock frequently and not to carry too much stock. Four years ago the stock of his firm in Montreal was $140,000. This was regarded as too much and they had decided to reduce the bulk by $25,000, which was carried out and yet just as much business was done. It was not necessary in certain lines to have big quantities of goods on hand. Impress upon the customer who may be buying inside and outside door sets that he should get good sets and in his new house have the satisfaction of knowing that he would not have to apologize for the hardware used.

A member said that Mr. Lariviere was dealing with trade in a big city but in a country town conditions were different and a farmer would pay only so much for a door set and beyond that he would not go.

Mr. Lariviere still contended that conditions were largely the same and the hardware merchant should impress upon the builder that, if good hardware was used the building could be sold for a great deal more and the purchaser generally saw the force of such a reasonable argument.

O. B. Henry, Drayton, told how, along with his partner, he had developed a hardware business from a very small turnover. He believed, with Mr. Lariviere, that there was practically no limit to the trade which could be done even in a small place. Four years ago he quit the hardware business. His turnover that year had been $47,000 in cash while $16,000 in credit was on his books. He had run a mill and farm for a couple of years but had to go back to the hardware line as the man who bought him out had let the business dwindle to $18,000. Mr. Henry said last year he had brought it up to $35,000 and he hoped to have the business up to its old standard ere long.

A Toronto dealer said that he had been able to increase the volume of his business for the first five years, but of late had not been able to get the turnover any higher. The amount seemed to stay around $12,000 per year. He had done only $2,000 the first year and it had gone ahead rapidly until late. This ended the discussion.

A Practical Suggestion.

In closing the discussion, Mr. Lariviere said the exchange of ideas between members during the three days of our convention is productive of much good, but why not continue this intercourse by correspondence during the other 362 days of the year? He suggested that two members, far enough apart to have no conflicting interests, agree to correspond during the year, asking for and giving information to each other, for their mutual benefit. If one has any particular method of doing any special thing, in shop or office, which he thinks would interest his correspondent, tell him, and invite similar confidence. The same would apply to special lines of goods, which may prove ready and profitable sellers with one, and probably with the other if brought to his notice. Other matters could also be taken up in a similar way. It would pay every member present to pair off with some kindred spirit, and do each other good.

A number of questions left unanswered were taken by Mr. Lariviere, he promising to answer them on the Association page in future issues of Hardware and Metal.

LAYING COMPOSITION ROOFING.

H. H. Coward, of the Standard Paint Co., of Canada, Montreal, was asked to make some suggestions regarding the laying of roofing but the programme on Thursday afternoon was too long to reach this item before adjournment. The talk is an interesting one and is reproduced in full as follows:

The roofing question is absorbing the minds of every architect, builder, contractor and hardware house in the country to a greater extent than that of almost any other article in the line of house building, and the enormous demand for a first-class composition roofing has literally flashed the country with every possible description of roofings from the very cheapest and most worthless possible to produce, up to a first-class, reputable, dependable piece of goods. Every salesman who comes along sings you the same old song:

"I have the original,
I have the best,
Buy what I have,
Your sleep will be rest."

It may be true that all are good, but like the proverbial whiskey, "Some are better than the others." But the question now is, the best methods of obtaining the best results from the best of them all.

I find a diversity of opinion among the manufacturers of the various brands of composition roofings as to the best methods of applying same, and without going into detail on this point, would say that I think that depends greatly upon the goods to be used, as well as upon the building on which same is to be used. But I believe, if you will adhere strictly to the ideas which I am now going to suggest, the sweetness of your dreams shall not be disturbed by the night-mare of discontent among your customers.

In order to obtain the best results, the sheeting should be well seasoned, matched and laid close together. If the roofing is to be laid from the comb of the building to the eaves, as is generally recommended, cut the strips in the required lengths and if possible allow them to be exposed to the air twelve to twenty-four hours. Then begin by laying the goods from right to left, or vice-versa, taking pains to measure the laps both at the top and bottom of the roof in order to prevent having a two-inch lap in one instance and possibly a greater or less lap in the other. The lap should be uniform the full length of the building, to prevent buckling. Lay the first strip and apply ample cement, upon which you would lay the second strip, and so on, to a finish.

It is absolutely necessary and imperative that the cementing of the laps be perfect; and after the laps are made they should be pressed together with the hand or some instrument in order to make the cement adhere perfectly, under which circumstances scarcely a fear need be entertained as to satisfaction and service to be desired from the goods applied.

The flashing against chimneys, skylights, and coping walls should have a liberal allowance of cement, and be counter sunk at top of flashing, upon which, in order to protect yourself against any possibility of trouble, I would suggest the application of a clapboard securely fastened. You should no more expect satisfactory service from composition roofing, without properly laying and cementing it, than you should expect satisfactory service from tin or galvanized iron without crimping and soldering it at the seams. Take the same care in applying composition roofing that is taken in the application of tin, iron, shingles, and slate, and I do not fear contradiction when I assert that you will have a roofing of as great or greater durability and longevity than will be had in any other class of roofing material obtainable. But it is unreasonable, unjust and unfair to expect any roofing badly applied to give you the best results.

In behalf of the Standard Paint Co. of Canada I desire to express my sincere thanks to the executive committee of your association, for the courtesy paid us in asking a representative to make a talk upon the roofing question, and I hope I may have said something which will assist you in obtaining the best results from the best brands of the various composition roofings on the market to-day.

ADDITIONAL CONVENTION NOTES.

The Metallic Roofing Company was represented by five of its sales staff during the convention.

John M. Taylor, President of the Taylor-Forbes Co., Guelph, renewed many acquaintances at the convention on Friday.

Mr. Cross, in charge of the Auto-Strop Safety Razor display, had an interested group around his exhibit most of the time.

Mrs. J. W. Peart, St. Marys, writes the secretary, expressing her husband's appreciation of the thoughtfulness of the convention in sending a telegram hoping for his early recovery. "Mr. Peart enjoyed having read to him the report of the convention in last week's Hardware and Metal," adds Mrs. Peart.

HARDWARE TRADE GOSSIP.

Ontario.

H. E. Burgess, buyer for E. B. Davis, Cayuga, attended the funeral of his father at Thamesville last week.

E. A. Davey, of the firm Ingram & Davey, St. Thomas, will have charge of the cutlery and sporting goods departments in the new store.

T. Houghton, who for years has been with Rangvie Bros., of Sarnia, has become one of the traveling salesmen for the Hobbs Hardware Co., London.

T. Dodd, of Watford, who has for years successfully conducted a paying hardware business in that thriving little town, is now associated with the management of the Watford Wire Works, manufacturers of wire goods, as door mats, bed springs, hammocks and wire reinforcement for concrete floors, etc.

Mr. Brown, of Moore & Brown, hardwaremen, Sault Ste. Marie, visited Toronto last week to buy stock for the coming season. He stated that things at the Soo looked rosy for this year, and the construction of a new dry dock, the building of further additions to the steel plant and the extension of the railway would make that town hum industrially.

Quebec.

J. A. E. Plante, Montreal, has sold his hardware business.

Plans have been prepared by C. E. White, for the erection of a six storey warehouse for the Mitchell Hardware Co., Sherbrooke.

In the Montreal Wholesale Hardware Hockey League, Starke-Seybold, Montreal, defeated the Canadian Fairbanks Co. by 2 to 1. This makes the two teams even at the head of the league, both having lost only one match each. A cup to be donated by the honorary presidents of the league is now assured.

Thos L. Paton, Montreal, a well-known paint supplies importer, died suddenly at his home last week. Mr. Paton was very prominent in athletic circles. He was president of the Montreal Amateur Athletic Association, president of the Montreal Curling Club and vice-president of the Canadian Amateur Skating Association, and in his younger days he was a prominent lacrosse player.

A hockey match was played last week at the Dominion Rink, Lachine, between teams representing Caverhill, Learmont & Co., Montreal, and the Dominion Wire Mfg. Co., Montreal, and resulted in a victory for the latter team by a score of 2 goals to 0. This makes the fifth game the Wire Co. have won this season out of seven played, amongst those who suffered defeat at their hands are the Dominion Bridge Co. and the Allis-Chalmers-Bullock Co.

The West.

W. H. Dunlop, hardwareman, Regina, is succeeded by Dunlop & Marshall.

Ritz & Coblentz, hardware merchants, Lockwood, Sask., have dissolved.

Frank Reese, hardwaremen, Theodore, Sask., is succeeded in business by P. C. Larson.

E. Hale & Son, hardwaremen and implement dealers, Marshall, Sask., have assigned.

J. H. Medd, hardwareman, Carnduff, Sask., is succeeded in business by Rabeau & Glazier.

Thomas G. Dexter, of H. S. Howland, Sons & Co., Toronto, was a recent visitor to Calgary.

J. M. Hackney & Co., hardwaremen and implement dealers, Rosthern, Sask., are succeeded in business by Hackney & Tunnah.

The creditors of J. A. Carlton, hardware merchant, Lenore, Man., are asked to file claims with the Winnipeg Jobbers Credit Clearing House. The stock has been sold to W. H. Maher.

Mr. Lindenfield has sold his interest in the firm of Howard and Lindenfield sheet metal works, North Vancouver, to Mr. Kolonoski, and goes east where he has other and larger interests.

Fire originating in the basement of Walton & Cleave's hardware store at Carman, Man., seriously damaged the premises. The stock also is very badly damaged, the centre of the store being gutted and part of the stock falling through into the basement.

Maritime Provinces.

R. J. Turner & Son, hardware and crockery merchants, Truro, N. S., have dissolved.

PAINT NOTES.

The 1908 flaxseed crop of Canada is officially estimated at 1,546,241 bushels, valued at $1,457,000. The acreage was 139,300, which shows an average yield per acre of 11.1 bushels.

B. Vaillancourt, Quebec, has been awarded the contract for painting and glazing the new St. Sauveur Orphanage at St. Sauveur, a suburb of Quebec, at contract price of $2,000.

HARDWARE AND METAL

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THE CONVENTION REPORT.

An accident in Hardware and Metal's pressroom has prevented the addition of a sufficient number of pages to include in this issue the able addresses of C. C. Ballantyne and Fred C. Lariviere at last week's Hamilton convention.

These addresses will appear in Hardware and Metal next week.

RAILWAY CERTIFICATES.

Had all the travelers and manufacturers' representatives attending the Hamilton convention joined with the retailers in securing "standard certificates" when buying one way tickets to the convention, there is no doubt but that everyone could have secured a single fare rate—that is, they would have paid three cents per mile to Hamilton and returned home free.

As it was there were not the required 300 to secure the return fare free and each delegate had to pay the 25 cents charged by the railways for the certificate and then a one cent per mile rate home.

Some delegates, however, misunderstood the certificates and failed to secure tickets before taking the train home. They, of course, then had to pay full single fare rate home but by handing to their local railway agent their certificate, along with the receipt given by the conductor, they will have no difficulty in securing a refund of two cents per mile for the return journey.

In addition to this the secretary is taking up with the Central Passenger Association the question of securing a rebate of the one third fare charged delegates for the return trip, it having been stated at the convention that other conventions, attended by fewer delegates than at Hamilton, had secured a single fare rate. Announcement of the outcome of this request will be announced on the Association page of Hardware and Metal in a future issue.

The large attendance at this year's convention practically assures the securing of a single fare rate to next year's gathering, and the executive will make every effort to make the railway arrangements for the next annual meeting as favorable as possible.

SOME CONVENTION LESSONS.

There were many lessons learned at the recent convention of retail hardware and stove dealers in Hamilton. The visitors carried away with them impressions and pointers which cannot fail to help them in the management and control of their stores. The spirit of co-operation and mutual assistance was manifested to a marked degree and the dealers were led to believe more in one another and the honest intentions and integrity of the other fellow who, before the formation of the Association three years ago, they had thought an enemy or a cut throat competitor. The lesson was firmly impressed that slashing prices was ruinous from every standpoint and resulted in great harm, not only to the man who began such tactics but to all members of the business in the same town. The disposition of trust, confidence and helpfulness was instanced in numerous cases whereby the dealer is enabled to make a living and some profit beside on his investment as well as to get rid of surplus stock and turn his goods over quickly.

Another point brought home was that there was practically no limit to the volume of business which a hardwareman might do if he studied carefully the wants of his customers and kept his eyes open for all that was new and progressive in his line. He must anticipate what will take with the public and not hang out for large margins on quick moving lines. Reduce stock was the watchword, turn over your goods quickly and be satisfied with a small return. In this way it was pointed out that much better results would be attained. It is not a question of what volume of business a man does during the year but how many times he can handle his stock. A $10,000 stock turned over half a dozen times is infinitely preferable to a $20,000 one turned over three times, and the profits are much larger. Do not overload yourself and be constantly harassed with obligations but keep a reasonable quantity of what is needed and make it move fast was sound advice. Another point urged upon the delegates was not to consider the buying price so much in the disposal of goods but to mark them at what the dealer thought he could get for them. To assume a hard and fixed principle that certain lines must carry so much margin was considered a mistake. The question was what the customer would be willing to pay when quality and worth are taken into consideration. It is not the fellow with the largest store, or shelves loaded down with an assortment of all and sundry, that makes the most money but the dealer who can keep things on the go.

Many a man left the convention determined to reduce a stock, which has been a positive burden to carry, by one half or one third, and at the same time was fully convinced that he would be able to do just as large a business by turning over a moderate amount of effects frequently. The effort to form local or county associations has resulted in much good being accomplished and by this means the spirit of organization and co-operation can be actively extended throughout the trade, a better understanding result and many difficulties and annoyances overcome. It was an inspiring sight to see dealer after dealer in the same town rise and tell how they and their competitors were all on a friendly footing and working with the utmost confidence and harmony. There is thus no room left for jealousies or back-biting. The honest, earnest hardwareman is too busy to bother about trivial affairs. He attends to his own business and his own customers and believes in the principle of living himself and letting others live at the same time. He thus shows that he is big and broad and recognizes that a competitor is not necessarily a stealthy, tricky opponent or mean antagonist anxious to knife him or steal his trade, but is simply catering to the same line of business with a perfect right to a fair share of it, animated by a strong, healthy and earnest desire to improve conditions generally and help along any good and useful move so long as it is in proper channels. All are striving to build up the commercial life and welfare of the community in the prosperity of which each is entitled to a just portion; thus the good of all is the good of each and the tone and standard of business are raised, confidence increased and the goal of happiness and success, to which port every man engaged in mercantile and other pursuits sets sail, is brought nearer and nearer with the onward march of time.

HANDLING METAL ROOFING.

The relations of hardwaremen and metal roofing manufacturers formed the subject of an interesting argument at the recent convention in Hamifton and, as a result of the discussion, which was taken part in by both dealers and representatives of the firms, a better understanding will doubtless result. Judging by the tone of the utterances there seems to have been considerable fault on both sides, and not a little unpleasantness in certain cases, arising out of several minor points. One thing seems certain, and that is, metal roofing and metal shingles are gaining in popular favor and the prediction was made that within the next decade, half of the barns in the country would be roofed with the material now being turned out by the makers of this fire and rain proof covering. Prejudice in any line is difficult and slow to overcome but the day is not far distant when wooden roofs will like wooden sidewalks and floors be a thing of the past now that concrete has supplanted planks.

With respect to the grievance of the hardwaremen Mr. Hambly, the retiring President of the Association, voiced the opinion of the majority of dealers when he said that the hardwaremen had been neglectful in taking up metal roofing in connection with their business. They had expected too large profits and were not content to give metal shingles enough attention and be satisfied with a small margin and a quick turnover. It was a natural line for the trade to handle being strictly a metal and they should not allow the opportunity to pass. He said that his dealings with the firm, which he represented, had been satisfactory and, where he had failed to land a contract and the firm had sold direct to the consumer, he had been given a regular commission on the business. No unfair advantage had been taken by the manufacturers whose goods he sold. Mr. Madole, of Napanee, bore like testimony to the advantage and profit in handling this class of goods although he complained that one firm had appointed a liveryman in his town as agent. Another merchant said that a hardwareman should have some backbone in undertaking work for metal roofing firms and not switch from one firm to the other and then expect to get business. The dealer should stick to one company and be known as its representative in his district.

The metal shingle men said that they were willing to stick by and protect the trade but the reason outsiders had been appointed in several instances as agents for their firms was because they had received little or no encouragement from the hardwaremen who were loath to take up this line of goods. Naturally they wanted to do all the business they could and desired an agent or representative at all important points. If the hardwaremen would stand by the manufacturers they would stand by the retailers.

No definite action was taken by the Association as a body but, as a result of the conference, a better understanding will prevail and the grievances, which have loomed up, largely disappear. New light was shed on the subject and good is likely to follow. Metal roofing is a line which naturally belongs to the hardware trade and, as there is a big field in this enterprise, thoughtful men will doubtless give the matter more attention and recognize that it affords a channel for opening a new connection with the farmer and the builder. The results, where dealers have gone extensively and earnestly into this proposition, seem to have been satisfactory in nearly every instance although a few complain that they have just cause for a kick. One strong reason advanced by a roofing representative as to why his firm would rather deal through the hardware interests than through outsiders, was because collections were more prompt and reliable, the hardware dealer meeting his bills satisfactorily, whereas, where manufacturers sold direct to the consumer, they often had to drive out into the country several times to get their pay which involved considerable expense and delay.

SMELTING BY ELECTRICITY.

According to the Iron Age the United States Steel Corporation has decided to introduce the Heroult electric furnace and steel process, after its engineers had made a close study of the mineral subject extending over two years, and have made a number of visits to the localities abroad where electric furnaces and methods are in operation. The outcome of these investigations is that it has been decided to put up one fifteen-ton Heroult furnace at the South Chicago works of the Illinois Steel Co., and one fifteen-ton furnace at the Washburn & Moon plant at Worcester of the American Steel & Wire Co.

"The United States Steel Corporation will, therefore," says the Iron Age, "be the pioneer in introducing electric refining both in the manufacture of tonnage products like rails and special steels for the wire industry."

The quality of rails has been a burning subject in recent years, and the plan of producing what will be equivalent to tool steel quality is one which raises high hopes for the future.

Canada has not been behind hand in the treatment of metal ores by electricity. Dr. Eugene Haanel was appointed several years ago by the Dominion Government to make just such experiments, and was given the office of Director of Mines. He returned lately from a visit to Dumnarfvet, Sweden, where he has been inspecting a new electric smelting process. As a result he is confident that the new method is a commercial success. What this means for Ontario and Quebec particularly, with their enormous supplies of iron ore, abundant water powers and lack of metallurgical fuel, can be seen at once.

In his first reports on the experiments at Sault Ste. Marie in 1905-6 Dr. Haanel stated that the new furnace installed there needed certain modifications to make it commercially practicable. His report awakened a lively interest in Sweden, as well as in other parts of the world where conditions are similar to those of central Canada. A Swedish company was organized to exploit the new process and work was carried on for a year and a half in eight new furnaces, constructed according to the results of the Canadian experiments described in Dr. Haanel's report. As soon as the company had their plant properly established and in complete working order Dr. Haanel was invited to inspect and pronounce upon it.

The new furnace is very similar to a blast furnace in which the "tuyers," that is, the apparatus for introducing the blast, are replaced by electrodes. A three-phased current is employed and about seven hundred horse-power delivered to the furnace, which is large enough to employ fifteen hundred horse-power.

Dr. Haanel assured himself that the furnace in every way met his expectations as a solution of the problem of electric smelting on a profitable commercial scale. The furnace worked well. The electrodes required no regulation, and the instruments showed that the current was steady and without fluctuation.

The Department of Mines will conduct this year a number of experiments in connection with gas producer engines which are becoming of increasing importance in the industrial life of the European continent. A model plant is being built in Ottawa on an acre of ground in the southern part of the city, and the machinery is now en route from Europe. Reports of the experiment will be issued from time to time in bulletin form.

It is the intention of the Mines Department to conduct experiments in the use of peat as fuel in this new plant.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 82.)

MARKETS IN BRIEF.

Montreal.

Tin—Stronger.
Copper—Weak.
Lead—Advanced 10c.

Toronto.

Wire Nails—Cutting, now $2.20.
Tinware—Easier.

MONTREAL HARDWARE MARKETS.

Montreal, Feb. 19.—Judging from the way in which trade has improved this week, and the brisker tone noticed all the way round, it would appear as if a strong spring movement was commencing to take effect. Booking for spring lines have greatly increased, and lawn mowers, gardening tools, poultry netting, etc., are now in good demand. Travelers report the existence of a much more confident feeling, and dealers seem to be wakening up to the fact that good spring trade is promising and that no time must now be lost in getting ready for the demand. The eastern trade has greatly improved this last week, and with the Montreal carnival drawing large crowds local business has been much better.

Immediate delivery orders are likewise improving. Lumbermen's tools are moving well, as are builders' hardware and household utensils. The markets keep firm, and there is a growing feeling of assurance all the way round.

BUILDERS' HARDWARE—Builders' hardware continues to show improvement, and some good orders for immediate delivery have been taken. Some heavy assorted orders for later delivery have also come in. We continue to quote: Discounts on door sets, 50 and 10; escutcheons, 50 and 10; escutcheon pins, steel, 50; brass, 55. Spring hinges, per gross, No. 20, $9.

SPRING LINES—Booking for spring lines are showing much better strength and it is evident that the real spring movement is now commencing to show. The general assorted character of the orders show the lightness of stocks all the way round. Harvest tools, lawn mowers, hose, hose nozzles, lawn sprinklers, gardeners' tools, ice cream freezers, screen doors, green wire cloth and poultry netting are now in improved demand, and shipping is commencing to get heavy. We quote: Screen doors, stained, $7.80; grained, $8.10; poultry netting, 60 and 2½; green wire cloth, $1.70 in 100 ft. rolls.

SPORTING GOODS—Generalsporting lines are still on the quiet side, but the movement in guns, ammunition and fishing tackle is showing better strength. We quote; Donimion rim cartridges and C. B. caps. 50 and 2½ per cent; B.B. caps, 50, 10, 2½ per cent.; Crown black powder, 18 per cent.

HOUSEHOLD UTENSILS — The stronger movement noticed in carpet sweepers, wash tubs, washing machines, wringers, brooms, baskets, pails and polishes continues, and satisfactory trade is opening up. Granite ware and tinware are also in strong request. We quote: Carpet sweepers, $2 and up; sad irons, Mrs. Potts', No. 55, 75c; No. 50, 80c per set; asbestos, $1.50; cake makers, $17.25 per dozen; bread makers, $18 per dozen and upwards.

LUMBERMEN'S SUPPLIES — Boot calks, cant hooks, peavies and binder chains are in good demand for immediate delivery. We quote: Boot calks, $4 to $4.25 per 1,000; wing calks, $6.50; cant hooks. $12 to $16 per dozen; axe handles, $1 upwards; axes, $6 upwards.

SUGARING SUPPLIES—As the sugaring season draws near, the movement in sap spouts, sap pails, bits and kettles becomes stronger. Trade up to now has been satisfactory. Sap bits are quoted at 50 off.

BOLTS AND NUTS—The demand continues to show better strength each week and good trade is opening up. We quote; Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½. Wire nails are still quoted at $2.30.

SCREWS—The demand is improving in all sizes. We continue to quote: Discounts at 85 and 10 off for flat head bright; 80 and 10 off for round head bright; 75 and 10 for flat head brass, and 70 and 10 for round head brass.

WIRE — Orders show increasing strength, and trade is developing most satisfactorily. We continue to quote: Plain wire, $2.30 base; barb wire, $2.65 in straight and mixed car lots, and $2.70 in small lots. Galvanized wire, No. 9, $2.35 in straight and mixed car lots, and $2.40 small lots, f.o.b. Montreal. Coiled spring fencing, $2.65 straight and mixed car lots, and $2.75 small lots.

BRIGHT WIRE GOODS—Trade is showing better movement, and the recent change in discounts on gate hooks and eyes and screw hooks seems to be having a good effect. We quote; Gate hooks and eyes, and screw hooks at 60 and 20 per cent.; stove pipe eyes. screw eyes, and square hooks, 60 per cent.

TORONTO HARDWARE MARKETS.

Toronto, Feb. 19.—As was predicted in Hardware and Metal a couple of weeks ago, some cutting among jobbers is going on. At present wire nails are affected, but it is not unlikely that the cutting will touch other lines unless jobbers come together and have an understanding. Wire cloth is one line that may be affected. This cutting to some extent is responsible for the dullness of trade. Buyers hold off when the market is unsteady.

Tinware lines are slightly easier, though no specific change in prices is reported. General hardware lines are moving slowly. In fact, trading on the whole is quiet. Were it not that spring and summer orders for northern mining centres are being filled and shipped out now there would be a decided dullness to trade. The modern hardwareman, away from railway lines, is dependent on the weather to a great extent, and he can get in his goods while snow is on the ground much better than at any other season of the year. Tinware, builders' hardware and tools are the articles going out. Lanterns are about off. Inquiries still come in but they do not exactly presage future business.

SEASONABLE LINES—Snow shovels are moving better than last week and ashsifters, too, are fairly active. Skates and winter sporting goods are easing off and are not much in demand. Prices remain at the old figures, The season's business is hardly up to expectations.

WIRE NAILS—Some cutting has been indulged in, although individual jobbers repudiate the suggestion. The straight $2.30 quotation has come down through the tacking on of a rebate of 10 cents to a straight price of $2.20. Rumors are abroad regarding wire cloth, although it must be said nothing is unchanged from last quotation, and conditions may not get beyond the rumor stage. It is to be hoped so at all events.

SPRING GOODS—Orders are not coming in so rapidly as was anticipated a month ago, and while no disappointment is expressed the feeling in the trade could be much improved. Tinware and enamelware are the sought-after lines moving and lawn mowers from the manufacturers are shown by all jobbers.

BUILDERS' HARDWARE — Pretty active is this line when compared with other hardware lines. Hinges, lock sets, bolts and articles of that nature are going out, and not a few tools of various kinds are moving. Prospects are good.

ROPE AND TWINE — Unchanged conditions and prices prevail. Pure manilla twine is 11½c and orders are light.

WIRE—Galvanized barb is $2.90, and plain twist, $3.20. Coiled spring wire continues at $2.75 for Number 9. Galvanized wire is quoted at Pittsburg, base sizes 6 to 9, $2.25. Less than car lots 10c higher. Wire nails are unchanged at $2.30; poultry netting at 60 and 2½, and green wire cloth at $1, $6 in 100 ft. rolls.

HOUSEHOLD UTENSILS—This line is going out with spring orders and is

the bright feature of the hardware trade. Tinware is again sought after at the easier prices prevailing.

HEAVY GOODS—Bar iron is unchanged at $1.95. Stove bolts are 80 and 7½. Bright and steel wood screws, flat, 85 and 10 and round head, 80 and 10 per cent. Brass screws are, flat, 75 and 10, and round, 70 and 10. Business is not more than fair.

MONTREAL METAL MARKET.

February 19.—Trade maintains its promising tendency and a fair aggregation of orders is reported. Users of metals continue busy, although there is as yet no rush. The firmer feeling in tin this week brought in a lot of inquiries, and there is no doubt that good business will result if the market is kept firm. There is still but little desire to increase stocks, but the fact that metal is steadily wanted shows that industrial activity is progressing as well as could be expected. Lead has been advanced 10c, but tin, although it gave a strong jump during the week, has not been generally marked up. If the price continues to increase in London there should be a general advance next week.

As we have said, tin in the primary markets advanced strongly during the week. The bulls in the London market dropped into the lead again after a long spell of inactivity. Inquiry in New York is reported more general and increased interest is being taken in the metal. This is only to be expected with a bulling movement on. Copper is still in rough water. The English market has not been strong, and the movement in New York to bring about lower prices is still very active. Lead made a strong spurt during the week, and reached figures which were obtaining at the commencement of the year. Spelter continues steady in London, although there is an easier tone at St. Louis. Cleveland warrants are about steady, with nothing important to chronicle as to the English situation. The tone of the iron and steel markets in the States is still weak. The cutting in iron and steel plates and structural material outside the Steel Corporation has rendered the markets uneasy, although the cutting seems to have brought in some extra business.

PIG IRON—There is very little change in the pig iron situation. Local furnaces seem to be holding to prices. Imported pig is unchanged. There will be very little doing until the opening of navigation. We continue to quote: Middlesboro, No. 3, $19.50; Summerlee, No. 1, $21 to $21.50; No. 2, $20.50. Cleveland warrants are quoted at 48s., which is the same as our last week's figures. The situation in the Old Country remains about the same, although there is a more buoyant feeling owing to the rise in Consols and the growing opinion that trade is on the mend. The United States markets are quiet, with cutting going on in several directions by the independents. Rails do not seem to be touched, but many kinds of manufactured articles are being affected. Business seems to have been stimulated a little, but the markets are far from showing confidence.

TIN—Fair business has been done in a jobbing way. Large orders are, however, quiet. The improvement in the primary markets stiffened the markets, but we continue to quote 31½c. The state of the markets in London will be watched with interest. The bulls once again have been taking a hand, and as a result prices leaped up during the week. The legitimate demand either in London or New York cannot be considered very strong, although the advance naturally brought in many inquiries. There is undoubtedly good business waiting a steady market.

COPPER—With fair business showing there is little change in the copper situation, although the weak state of the primary markets has induced shading, and prices will be generally affected unless improvement takes place. We continue to quote 15c for small jobbing lots, the price being shaded for fair-sized orders. The London market showed further signs of weakness during the week, and as a result more cutting was noticed in New York. There is no strength to buying and the market seems at a standstill. The movement in operation for some time to bring about lower prices is developing in strength and consumers by keeping out of the market are helping things along.

LEAD—Fair business has been offering in lead and with the stiffening in the English market prices have been marked up 10c and we now quote imported pig $3.80, with Trail at about $3.70. The advance in the English market has been steady for the last two weeks, and the markets seem to be going back to the stronger figures around the commencement of the year.

SPELTER—Spelter is steady and orders are coming in quietly and well. There is no change in prices, and we continue to quote $5.50. The London market has been firm during the week, and on the whole the tendency of the metal is to improve. St. Louis, however, is somewhat weaker, although the decline is very slow.

TORONTO METAL MARKETS.

Toronto, February 19.—Still very quiet with not a single change in price. Were it not for the weekly fluctuations, up and down, every other day, the metal men might go asleep and wait for business. As it is they are waiting for business, but not going asleep. Uncertainty is abroad and until a common base is reached upon which to build up prices confidence will not be restored.

In the U.S. trade is but drifting along and existing on orders placed last November and December. Railway buying continues light across the line, but the three big Canadian lines have placed good orders for rails and rolling stock with Canadian industrial concerns.

A canvass of leading independent iron and steel companies in the U.S. has elicited statements that a cut in the price of many kinds of manufactured products, except rails, is contemplated. From a representative of the United States Steel Corporation, however, it was learned that no reduction is contemplated by that company, which well stand by its revised schedule of Jan., 1908 unless the attitude of the independents become sufficiently menacing to warrant further reductions. It was stated that cuts to be made by the independents are likely to range from $3 to $5 a ton, and will be made chiefly in the hope of stimulating business.

The production of iron and steel in Canada in 1908 was 563,672 tons, against 581,146 tons in 1907, a decrease of 17,474 tons, or about 3 per cent. In the first half of 1908 the production amounted to 307,074 tons, and in the second half to 256,598 tons, a decrease of 50,476 tons.

COPPER—Erratic but much more active than a week ago. Locally the price is yet 15c. The electrification of railways in Canada and the U. S. will take quite large quantities of copper. At present more than half the world's copper consumption is in small factories, and it is the little fellows who pay the high prices. Modern building construction takes—and will take more—large quantities of copper, and there are many new uses to which copper may be put arising from day to day.

TIN—More active is this metal, but the unfortunate irregularity continues. The price is yet at $30.

LEAD—Quiet but firm is lead this week Imported pigs are $3.80.

SPELTER—The quotation is still at $5.50. with conditions unchanged. Supplies are none too heavy.

SHEETS AND PLATES—Stock business still holds fair at unchanged prices.

OLD MATERIALS—Quiet business has ben done in old materials this week. Quotations unchanged.

U. S. IRON TRADE.

Cleveland, O., Feb. 17.—The Iron Trade Review says:—While it does not appear upon close observation that the trade in iron and steel products has reached the serious straits which some current reports indicate, it is evident that the general situation is being greatly retarded by certain influences present. Running orders, although of steady volume as in the recent past, are not increasing, and the attitude of the buyer continues that of closely guarding himself against obligations into the extended future.

The lack of faith in anticipating requirements is held to be due largely to a doubt over the stability of present iron and steel prices, upon which the unsettled tariff question is having a strong bearing. Similarly, the concessions which some independent companies are making is having the effect of arousing caution of consumers.

In this respect, the industry at present is apparently suffering from the ills of the market which date back a number of months. In some quarters at least, the practice has been pursued for a considerable time and there are buyers who declare that they are now able to obtain no better inducements that it was possible to command on attractive business months ago. The difference may be stated that, under present conditions, there is probably less disposition to cover tracks from those upholding the market. The past week has shown no special developments in finished lines. Pig iron, coke and old material continue dull and weak.

News of the Trade.

Ontario.

W. W. Cadman, tinsmith, St. Thomas, has sold his business to W. E. Meecham & Co.

Geo. A. Philips, stove and hardware merchant, King City, is advertising his business for sale.

William Scott, inventor and brass manufacturer, who died at an advanced age in Detroit, was known in Toronto, having lived in that city for some time.

Plans are being drawn for a new two-storey brick structure at Sarnia for Frank Martin, dealer in stoves, furniture, etc., to replace the present frame building. The plans call for a substantial and handsome building, with plate glass front.

White Bros., hardwaremen, Huntsville, have changed their firm name to the Huntsville Hardware, Ltd. J. W. White is president of the company. White Bros. is the oldest, save one, mercantile business in Huntsville. They were established twenty-one years ago, and have continuously operated their business during the intervening years.

The retail department of the Rice Lewis & Son building, corner of King and Victoria Streets, Toronto, is being renovated and brightened up. The charred wood and twisted metal fixings have been removed and replaced, and a thick coat of lime and whitewash applied, which has taken away the burnt odor and given a fresh appearance to the store.

The annual meeting of the shareholders of the National Hardware Co., Orillia, was held some days ago. Considering the unfavorable year for manufacturing, the year's business has been very satisfactory, and the report of the directors was unanimously adopted by the shareholders. The plant and buildings were in much better shape than the year precious, some long outstanding liabilities had been discharged, and cost of production had been reduced. It was considered not wise to declare a dividend, but the outlook for the coming year was exceedingly bright. The old Board of Directors was re-elected with H. A. Croxall as manager, and the appointment of Joseph Dunn as superintendent was approved.

Quebec.

The assets of J. H. Perrault, hardware merchant, Montreal, have been sold.

James Brodie, manufacturers' agent, Montreal, is on a trip to Great Britain.

A. J. Teakle, of H. & J. Young, Quebec, recently visited Montreal.

N. Lemieux & Fils, Quebec, have been registered as wholesale hardware merchants.

J. A. Paquin, St. Eustache, Que., was a recent visitor to Montreal hardware circles.

W. B. Snowball, first vice-president of the Maritime Board of Trade, has been visiting Montreal.

Allen Dods, who was in charge of the Vancouver branch of P. D. Dods Co., Montreal, is now at the headquarters of the firm, St. Patrick Street, Montreal, as secretary-treasurer.

J. Arthur Lapres will shortly join the traveling staff of the Wm. G. Hartranft Cement Company, Montreal, and will cover territory in Eastern Canada. Mr. Lapres has been connected with the R. G. Dun Mercantile Agency for the past few years.

Thos. Reid, identified as sales manager of the John Bertram & Sons Co., Dundas, for many years past, has moved his headquarters to Montreal where he will be associated with the Canadian Fairbanks Co., the general sales agents of the Bertram Co. On account of the importance of the Montreal machine tool market this move is evidently an advantageous one to both the Bertram Co. and the Canadian Fairbanks Co.

Andrew John Wood, the sales manager of the export department of the Montreal Rolling Mills, was married recently to Miss Maude Russell Baillie, daughter of James Baillie, Westmount, at St. Andrew's Church, Westmount, Montreal. The ceremony was performed by the Rev. W. J. Clark. The honeymoon was spent in Toronto, Chicago and Omaha. The staff of the Rolling Mills presented Mr. Woods with a solid silver tea set.

Western Canada.

Badger & Martin, Hardware merchants, Asquith, Sask., are succeeded by Badger & Son.

S. H. Abramovitch, hardware and furniture dealer, Winnipeg, has assigned and a meeting of creditors has been called.

Geo. Ashdown & Co., Morden, Man., have sold their hardware business to W. Allison Atkin and John Beattie. The new firm will be known as Atkins & Beattie. The business is one of the largest and most flourishing in town, and Ashdown & Co. have carried on the same for a number of years. Mr. Atkins is a practical tinsmith and has been a resident of Morden almost all his life, and is one of our most industrious young men. Mr. Beattie has been in the employ of Mr. Ashdown for about four years and is an expert hardware salesman and is most popular.

Maritime Notes.

Wm. Shepperd's tinsmith shop at Berwick, N.S., was burned recently.

Frank A. Wing has taken over the hardware business conducted by his father, W. J. Wing, at Westport, N.S.

MONTREAL HARDWARE HOCKEY MATCHES.

Two matches were played last week in the Montreal Wholesale Hockey League. In the first game the Canadian Fairbanks Co. defeated Caverhill, Learment Co. by 6 to 3.

Two matches were played recently

In the second game Starke-Seybold defeated Frothinham & Workman by 5 to 2.

TRACE CHAIN.

The B. Greening Wire Co., Hamilton, is calling attention to their new process trace chain, an interesting feature of which is the illustration of the chain after being subjected to a strain of 2,-315 lbs. without breaking. For a single team this would mean that a pair of traces would stand a strain of over two tons, which is far more than any horse could exert. Since the new process has been used not a single report has been received of a chain breaking.

A READY ROOFING GUIDE.

The great favor into which ready roofings have sprung within the last few years, and the volume of business which has developed as the result of their popularity, are wonders capable of being accomplished only in this era of great achievements.

The large demand has opened a field for the manufacture and exploitation of all sorts of roofings—good, bad and indifferent.

There is one roofing whose makers waive so-called secrets regarding its composition, and boldly proclaim that it is made of Trinidad Lake asphalt—that material which everybody knows is the perfect natural waterproofer and withstands every weather condition known. This is Genasco Ready Roofing, manufactured by a Philadelphia concern—the Barber Asphalt Paving Company. They are the largest producers of asphalt and largest manufacturers of ready roofing in the world, having used asphalt and experimented with it for more than a quarter of a century. This frank, open method of letting the public know what the roofing is made of enables people to judge its durability, and has greater selling effect than any secret methods possibly could have.

Genasco Ready Roofing has had a phenomenal sale, and this is due to the progressive methods of the concern, backed by the unquestioned quality of the roofing, and the definite written guarantee of this thirty-two-million-dollar organization. Dealers have been making a good thing out of this proposition. The field is growing, and the opportunities are enlarging every day.

Carry yourself with a self-confident air, an air of self-assurance, and you will not only inspire others with a belief in your strength, but you will come to believe in it yourself.

Trade News From Atlantic to Pacific

Maritime Provinces

Bathurst, N.B., Likely to Be Port of Shipment for Canadian Iron Corporation—Old Foundryman Dead.

HALIFAX.

February 15.—John Starr, the senior member of the electrical engineering and contracting firm of John Starr, Son & Co., died to-day. Mr. Starr was one of the best-known business men in Nova Scotia. His early life was spent in the hardware trade, and he and his brother David carried on business in that line for many years, but as electricity came into general use electrical supplies were largely handled by the firm, and in 1883 the firm of John Starr, Son & Co., electrical contractors, was founded by Mr. Starr. It is now the oldest established electrical supply house in Canada. The business expanded and some years ago became John Starr, Son & Co., Limited. John Starr introduced the American system of arc lighting in Halifax, Charlottetown, Moncton, St. John's, Nfld., and other places. He spent two or three years in London, Paris and Marseilles, where he also introduced the street electric lighting system.

Mr. Starr was in his eighty-first year. He leaves two sons, C. C. Starr, associated in business with his father, and David Starr, manager of the Electric Power Company in Glasgow, and four daughters.

There is very little improvement in business since last report. Stock-taking has been completed, and new goods are now commencing to come in. Some small sales have been made of ice tools, the season for ice-cutting being an unusually good one. The lumbering industry has also helped business some but the demand is only slight. There appears to be a general improvement in the price of lumber. Collections are only about an average.

The Acadia Cold Storage Co., which is composed of local business men, proposes to erect a plant in this city that will cost $300,000. The building will be five storeys, and it will have a frontage on three streets, and near the terminals where the ocean-going steamers stock. The building will be constructed of reinforced concrete, faced with buff brick, manufactured by the Mayhew Brick Co. of England. The outside walls and partitions will be insulated with granulated cork, manufactured by the Armstrong Cork Co., Montreal. The mechanical refrigerating plant will be installed by the Lindey British Refrigerating Co. of Canada. The company will install its own electrical plant, furnishing power and light, and the building will be fitted throughout with its own telephone system. Two large electric elevators will be installed, also a spiral chute running from the top to the bottom of the building. There is only one chute of this description east of San Francisco, and it is in one of the New York plants, it being a modern invention. The plant will be a modern one, and the capacity will be very large. The site has already been bonded.

ST. JOHN.

February 17.—Business with the hardware trade, both wholesale and retail is commencing to pick up and the prospects look bright for the future. There have been no changes in prices of any note.

With the general advance in rents this year it is expected that the number of families changing their residences will be very large and the hardware men expect to be kept busy supplying house cleaning materials, paints, etc.

Tenders for the new brick automobile garage which J. A. Pugsley proposes to build, were opened on Monday by architect G. Ernest Fairweather, but no award has yet been made.

Contracts for internal work on the new Seaman's Institute have been awarded as follows :—A. E. Hamilton, carpenter work ; B. Mooney & Sons, masonry ; J. E. Wilson, sheet metal work ; G. & E. Blake, plumbing.

Fifty steamers which have made returns to the customs house up to Feb. 13, have taken away goods valued at $10,417,553, of which $7,547,501 was Canadian goods and $2,870,052 foreign products.

The Fawcett Manufacturing Co., of Sackville, has just completed the fitting up of a large bathroom for the use of the employes.

The death occurred on February 14, of Samuel Myers, for many years a prominent foundryman and machinist. He was 85 years of age. He was for some years employed in the Harris & Alton foundry and later became a member of the firm of Myers, Masters & Myers. In 1843 he started business for himself on Waterloo street in the premises where the same trade is still carried on. He retired from business some years ago and was succeeded by his sons. He is survived by two sons, J. W., of Boston, and F. W., of this city.

W. E. H.

Province of Ontario

Hamilton Delighted With Hardware Convention Last Week—Trade Organization at Chatham—Price-Cutting at St. Thomas—Ottawa Hardwareman's Narrow Escape—Brantford Merchants Organizing—London Hardware and Stove Men May Get Together.

OTTAWA.

February 15.—Business in Ottawa at the present time is not very brisk, although there is no serious complaint being made as to the lack of trade. Advantage is being taken of the lull to take stock and re-arrange store cases and displays.

Wholesale houses report a good trade in lumber camp supplies, greatly in excess of last winter, a fact which rather augurs well for the approaching spring.

The Butterworth foundry is working overtime on rush orders for shanty heaters and shanty ranges. A bright outlook is presented for a good household range business by this firm towards spring.

Thomas McFarlane, of McFarlane & Douglas, had a rather unpleasant experience on Saturday afternoon. He was sitting in a cutter at the corner of Slater and Elgin Streets, when his horse took fright at a car coming down the hill and backed the cutter right onto the tracks. The sleigh was demolished and Mr. McFarlane thrown to the road, rolling down until he struck the bar connecting the front and rear wheels of the car. Caught in this position he was dragged several feet. He cannot clearly describe the occurrence from the time he left the sleigh, but he was conscious of his position beneath the car. All this time he maintained a grip on the reins, and so prevented the horse from getting away. There were no further ill-effects than a feeling of stiffness, when your correspondent was speaking to him to-day.

D. A. Rankin attended the convention at Hamilton last week.

Some dissatisfaction has been expressed with the action of certain hardware travelers, in taking orders from others than hardware men, for very small quantities of goods. The hardwaremen feel that the wholesale houses should deal with them only and not permit the jobbing of goods to those outside the trade, thereby losing possible business to the hardware retailer. The houses complained of are said to be Montreal firms, and the retailers hope they will not continue the practice.

Plans are in preparation for the alteration of the Howick Pavilion at the Central Canada Exhibition Grounds, into a Process Building. It is the intention of the directors to solicit the attendance of manufacturers generally, so that visitors to the Exhibition can observe the process of production of various marketed articles.

The Imperial Realty Co. will this summer erect one of the largest apartment houses in Canada. The structure will be eight storeys high, built of Indiana sandstone, steel and terra cotta, rendering it thus fireproof. It will be similar to the Linton Apartments in Montreal. H. C. Stone, of Montreal, has charge of the plans, and associated with him is James Mather, of Ottawa.—G. E. M. H.

BELLEVILLE.

February 16.—Nearly all of the local retail hardware dealers report business quite satisfactory. The very mild winter caused a decrease in sales in some lines, but all are optimistic of a splendid spring trade. Plumbers also report business dull, the mild weather being held responsible.

The Belleville Hardware Company, one of the leading industries of this city, is in a most prosperous condition. It is said that T. S. Carman, proprietor of the Belleville Ontario newspaper, and one of the shrewdest business men in the city, will soon have the controlling interest in this concern. The annual meeting of the shareholders was held last week when the following directors were elected: T. S. Carman, ex-Mayor Allan McFee, W. Springer, S. E. Carman, F. E. O'Flynn, D. R. Leemens and E. G. Sills, ex-M.P.P. At a subsequent meeting of the directors the following officers were appointed: President, T. S. Carman; Vice-President, ex-Mayor McFee; Managing Director, W. Springer.

The annual meeting of the Brass & Steel Goods, Ltd., our youngest industry, took place recently at their office on Coleman Street. This was well attended, and much interest was evinced by those present in the reading of the directors' and financial reports. Considering the general setback in trade and the financial panic through which the country has passed during the establishment of this industry, and its gaining a selling connection for its output, it has indeed made splendid progress. Orders for present requirements are on the books from among the best firms in the Dominion, and owing to most of the goods manufactured having been previously imported, a ready sale is insured for an increased output. About 50 hands are already in the employment of the company, who, by the way, are to be congratulated in working in such commodious and pleasant surroundings. Many a citizen expresses satisfaction on looking over the river and seeing the well-lighted factory, as it appears after dark, and wishes well those connected with it. The following directors were elected: J. F. Wills, P. C. Jones, C. I. White, H. Pringle, H. C. Hunt. At a subsequent meeting of the directors the following officers were elected: J. F. Wills, President; P. C. Jones, Vice-President and Treasurer; H. C. Hunt, Managing Director and Secretary.—F. J. M.

PETERBORO.

February 14.—Knox Presbyterian congregation has decided to build a new church which will cost in the neighborhood of $30,000. The work of erecting the All Saints' (Anglican) Church has been begun, and will be completed, if possible, this year. The stonecutters are preparing the granite for the trimmings. A large supply has been imported from Quebec and will prove an adornment to the exterior.

Best's hardware store is showing a fine window of enamelled ware, the Peterboro Hardware miscellaneous goods, and the Kingan Hardware has a window of knives arranged in a neat and attractive manner.

Harry Morgan, of the Peterboro Hardware Co. attended the convention of the Retail Hardware Merchants' Association and was one of those appointed to the executive.

The trade is not unusually active, but there is every expectation that in a short time business will open up briskly.

Alexander & Miller, electrical contractors, have just completed the wiring of the new store which Knox Co. will open up in a week or so on George St. They have also finished the wiring of the new Bank of Montreal building, in Sterling, and the building of the same bank at Trenton. They were also responsible for the wiring of the new St. James Methodist Church, which will be opened this summer.

MacGregor & Reid, electricians, entertained their staff of employes to a banquet at Coleman's restaurant last Wednesday night. A hearty vote of thanks was passed to the employers at the conclusion of the banquet, which proved an enjoyable affair.

The chief of police has issued a warning that sleighs and cutters must have bells or a fine will be imposed according to the law.

The Otonabee Navigation Co. have decided to build a new steel steamer for use on the Kawartha waters, probably sailing between Rice Lake and Lake Simcoe. They have also purchased two of the steamers of the Trent Valley Navigation Co.'s fleet and now have a formidable line for their summer work.

A. B. Cunningham has disposed of his interests with the Collier-Cunningham Co. and has accepted the position of superintendent of the new Peterboro Metre Co. He has been a partner of the Collier-Cunningham Co. since its inception.

Weatherstone & Sons, manufacturers of door mats, etc., have completed the foundation for a new factory, which was found necessary owing to their business having outgrown the present premises.—H. T.

BEAVERTON.

Feb. 16.—Trade is rather quiet at the present time, but the merchants of the town have a hopeful feeling prevailing amongst them, that business looks brighter for the spring trade, though at the present time, with sleighing all gone and mild weather with us, leaves a lot of winter stock on hand, which would have moved out had sleighing continued.

Quite an interest is taken in our town over "Gowganda" the new silver country, on account of A. C. McKenzie living in town, who is in partnership with Mr. Cowan, of Cannington in running the Gowanda Transportation Company from Sellwood to Gowanda. Mr. McKenzie has about sixty men from town working for him, among them is H. S. Cameron, of the firm of Cameron & Cameron, hardware merchants, who is looking after the freight and business end at Gowanda.

Our town is to take a vote on a by-law for a new town hall to be built this year and if it carries, the hall will consists of an opera house, court house, fire hall, offices, market and jail.

Contracts are let for eighteen new summer cottages at the lake front for tourists, which should make things lively in the building line this spring.

The R. C. people are building a large brick church and manse this spring. Both buildings will be of red brick.

Don McKay is drawing out the timber for a large bank barn, 85 x 50, to be erected on his farm this summer.

Louis Farrell is to erect a large modern house on his farm this summer to cost about $4,500.

W. C.

NEWCASTLE.

February 16.—John J. Drummond, of the Canada Iron Corporation, and his civil engineer, Mr. Parsons, have lately examined Newcastle, Chatham and Campbellton as possible sites for the shipment of ore from the mines near Bathurst. The general opinion, however, is that Bathurst or Newcastle will get the plum. Bathurst is making great efforts to convince the company to ship from that port. Bathurst harbor will have to be dredged at a cost of nearly a million dollars before it will admit large vessels.

The Canadian Antimony Co., of Lake George, York Co., intend re-opening their antimony mine and build a smelter at Lake George and branch railway to Harvey Station on the C.P.R. Ore was once mined there in paying quantities. The company asks exemption from royalties for twenty years.

H. H. S.

HAMILTON.

Feb. 16.—Your correspondent this week interviewed a number of hardwaremen and manufacturers as to the impressions and hints which they received from the convention of the Ontario Hardware and Stove Dealers' Association held here last week. Everyone of them spoken to seemed to be imbued with very pleasant recollections of the convention, seemed to portray in fact that they felt as though a long looked for treat had come and gone. And yet again this feeling seemed to be supplemented by the hope that the convention would be held here again. Looks may be deceiving but from the unhesitating manner in which these gentlemen all expressed the hope that Hamilton would be successful in again landing the convention proved their sincerity beyond the question of a doubt.

"It was a dandy convention," said Stanley Mills, head of the big department store of which the separate hardware store is one of the chief departments. He went on to say that the convention was very instrumental in bringing together the local as well as the outside dealers and manufacturers, cementing them in a bond of union and fellowship which did not exist before. Mr. Mills expressed regret that owing to having to devote his time almost solely to the "Made in Hamilton" exhibit which was in progress in his store at the time, that he was unable to attend any of the business sessions

where he understood there was a wide and learned exchange of ideas, but he had great pleasure in attending the banquet. Many of the delegates to the convention attended the exhibition given by his firm and he was deeply impressed by the friendly manner in wkich they made his acquaintance. Nearly all of them asked about some particular feature of the exhibition as well as the system of advertising adopted by the firm. At the banquet he was very much pleased by the very friendly feeling expressed by all the speakers.

"The convention to my mind had the effect of bringing the hardware trade more into prominence than it has ever been before. In the past the general public, I think has looked upon dry goods as the leading line in trade but this convention has brought the hardware business more to the front. Further I think the delegates were convinced that no better place could have entertained them. I hope that we will be successful in getting the convention again next year," said Mr. Mills.

"I was not able to attend any of the meetings owing to a cold but our travelers were all there and they told me that the convention was a great success," said W. Jamieson, of Bowes, Jamieson & Company, stove manufacturers. "I think much good will come of it and I sincerely hope the convention will come back next year."

A. Donald, manager of the Canada Wire Goods Company, said there was no question of the idea of the convention being in the right direction from the hardwareman's standpoint. The manufacturers who exhibited also found it a good thing to enable them to get in touch with the men with whom they wanted to do business. He thought the idea a splendid one and one which should be encouraged. He was enthusiastic in favor of the convention being held here next year again.

Ald. A. J. Wright, who is a member of the firm of Wright Brothers, retail hardware dealers, said the movement, meaning the association, was one of those things which should have been brought to a head before. From the addresses he heard at the convention he was surprised to learn of the good work the Association was doing in bringing the different competitors together and in protecting the retailers from unscrupulous manufacturers and wholesalers. It also results in the trade being better informed all round.

Stanley D. Robinson, of the D. Moore Company, said : "The convention was a great meeting for all hardwaremen, as it not only cemented the friendship of those that attended but will undoubtedly be the means of bettering the situation of the hardwareman by being in touch with his confrere to his ultimate interest financially and otherwise. The convention just held will, we believe be a fore-runner of an annual affair to be looked forward to, and we believe it was such a success that every hardwareman and stoveman within reasonable distance will become members of the Association, and attend the conventions to their ultimate profit. The wholesalers as well as the manufacturers have very much appreciated the opportunity afforded to them in coming in touch with so many dealers, which we might say have now become their friends by meeting them under such favorable conditions, and this firm extends their best wishes for the prosperity of the Retail Hardware Association.

Hamilton has landed another new industry in the Canadian branch of the McCaskey Register Company, of Alliance, Ohio. This promises to be one of the best concerns which have been secured in some time. The firm manufactures account registers which are a sort of writing system for keeping accounts and which eliminate the bookkeeper, sales book, cash book, day book and ledger. The article has met with a large sale in the United States and the firm has secured the Canadian patents on it. The firm has secured an option on a building at the corner of Hughson and Rebecca streets and will start to manufacture right away so that its product will be on the market about March.

The "Made in Hamilton" exhibit of the Stanley Mills company, was visited by 60,000 people who saw the display during the two weeks it was in progress and judging by the questions which were asked about it the probability is that before long firms in many other cities, or the municipal corporations themselves will undertake such a show. The exhibit received official recognition from the mayor and many of the public officials and they suggested that the city take the show over and enlarge on it. Another suggestion made was that the local manufacturers should combine for the purpose of securing a separate building at the Toronto exhibition each year for the sole display of Hamilton made goods.

This city is to have an exhibition of its own this year which it is intended to make an annual affair. It will be held early in the spring for a couple of weeks in connection with the opening of a new summer park in the eastern limits of the city. Merchants, manufacturers and other business men are going into the scheme with the object of booming the manufacturing and mercantile interests of the city.

The annual conference between the stove manufacturers and the molders' union is on again. There is no strike and both parties are trying to reach an amicable arrangement of the wages for this year so as to guard against any interruption in work. The international union officers are here conferring with the bosses.

Among those whose names have been suggested as members of the proposed civic industrial committee to act with the aldermen are P. J. Myler of the Canadian Westinghouse Company; Arthur Hatch, of the Canadian Steel Goods Company; Robert Hobson, president of the Canadian Manufacturers' Association and manager of the Hamilton Steel & Iron Company, and W. B. Champ, of the Hamilton Bridge Works Company.

The Canada Wire Goods Company is working on a contract for the city municipality of Fernie, B.C., in supplying the cells for the new prison there. The firm is making a specialty of this work now and has just completed the cells in one of Montreal's new police stations and has received the contract for similar work on another one. The firm has also got orders for cells in a number of smaller towns.

The D. Moore Company, Limited, Hamilton, will be making a change in their traveling staff this year which will be no doubt regretted by a great many of their customers as well as by the company. Colin Munro, who has traveled for the above company for the greater portion of his life-time, is leaving the company's services, much to their regret, and he will be succeeded in his district by A. L. Robinson, who has been in the company's employ for about four years; therefore in Mr. Robinson the company will have representing them a young man who is thoroughly familiar with their lines and construction, and his genial manner will no doubt bring him many friends.

BRANTFORD.

Feb. 16.—A representative meeting of local merchants was held in the Y.M.C.A. rooms on Wednesday last to discuss the advisability of the formation of an organization among the retail body for protective purposes, and for the carrying out of plans that would prove helpful and profitable in the matter of bringing retail trade to the city. Nothing definite was arrived at. A committee, consisting of J. M. Young, W. R. Turnbull, C. F. Ramsay, Hugh Howie and F. J. Colbeck, was appointed to look into the matter. The alternative of either co-operating with the Board of Trade or forming a retail merchants' club will be considered, and a report will be submitted at a general meeting at a later date. The next meeting may take the form of a banquet or luncheon. Speaking of the proposed organization to your correspondent, a prominent dealer here said that the object of organizing was to boost Brantford, secure better railroad facilities, better radial rates, and a rural telephone exchange throughout the county. These matters would redound greatly to the benefit of local retail trade, and such an organization will fill a long felt want.

Stove peddlers are meeting with good success in the neighborhood, according to reports received here.

The matter of appointing a publicity commissioner is being pushed ahead. local papers are advocating such an appointment, and the matter will be discussed at the next meeting of the city council. The success of Welland and Peterborough are pointed out as examples to follow.

Efforts are being made by local hardware merchants to have the convention of the Ontario Hardware Association here next year. With a fine array of hardware stores, and numerous factories connected with the hardware trade, the city of Brantford should prove an ideal place for the holding of the convention. The hotels and railroad facilities are excellent.

J. H. Crow was the successful tenderer for the plumbing of four houses to be built at Welland, by B. J. McCormick.

It is rumored that the city of Stratford is endeavoring to secure the Sanderson-Harold Co., manufacturers of screen doors and refrigerators, Paris. Should they remove, another factory on the same lines will be commenced in Paris, by local men.

The Dunnville, Wellandport, and Beamsville electric railway will apply at the next session of the Legislature for an act extending its line from Beamsville to Jordan Harbor.

Brantford hardware merchants note with satisfaction that they are represented on the officers' list of the Ontario Hardware Association, A. Ballantyne having been elected vice-president. The local merchants who were at the convention report a splendid session, and an enjoyable and profitable time spent.

It has been decided not to hold an Old Home Week here this year, and it has been postponed until 1910. The merchants here have promised their heartiest support, but as there will be so many new streets and sidewalks laid it was thought better to wait for a year, when more ample provisions will be made for a gala time. The merchants expect to reap a harvest.

S. R. Maneer, Port Dover, has begun the manufacture of ladders of all kinds.

The Haldimand County Council has decided to build an industrial home at Dunnville, this summer.

S. J. Rendle, Paris, has opened up a tinsmithing shop over the office of the Dominion Gas Co., Paris.

Schultz Bros., manufacturers of brick and general building contractors, have purchased several lots adjacent to their present factory, and will build an extensive addition.

Fire chief Lewis is recommending that a new heating system be installed in the fire hall, and that other improvements and additions be made, including the purchase of a new fire steamer.

A. W.

ST. THOMAS.

Feb.16.—S. A Crawford has a good window display, showing saws, axes, etc. In the center is a big log with a x cut saw in cut. On the floor is strewn dried leaves which makes a very realistic scene.

W. W. Cadman has sold his tinsmith business to Meecham Bros., who have been doing a plumbing business. This is a young firm, who have great prospects before them.

The Board of Education have under advisement the changing of the heating system of the Wellington St. school to the same as installed in the Balaklara St. school by Jas. Smart & Co., of Brockville.

Ingram & Darey will open for business their new store on Wednesday, but will have a formal opening later.

Ingram & Darey secured the contract for the Street Railway supplies for 1909.

J. A. Bell, City Engineer, one of the best authorities on current bridge construction has been asked by the Kent County Council to make plans for a swing bridge over the Thames, below Chatham.

A proposition is on foot for R. H. Blackmore to move his hardware business to the store lately occupied by Ingram & Darey, so that his building may be occupied by an auto garage. Mr. Blackmore attended the convention at Hamilton last week.

The prospects for a cut in wire prices is looming up. A party in Furgal is quoting $2.75 on barb and the same on crimped wire. This is one of the evils the St. Thomas merchants are up against, that is small dealers near the city making cut prices although some are to blame themselves as one merchant is selling glass at 60c for small lots. Your correspondent expects in the near future to go more fully into an argument for an understanding among the trade for a fair margin on sales.

G. F.

LONDON.

Feb. 16.—Local retailers report business in the hardware line which of late has been rather quiet to be brightening up, last week showing considerable improvement. The outlook is regarded as bright.

Westman's hardware has occupied the old stand on Dundas street which was gutted by fire last summer. The store as now fitted up presents an attractive appearance.

The possibility that the Retail Hardware Merchants' Association of Ontario may accept the invitation to hold its next meeting in this city revives the question of the advisability of organization of the trade here. At present we have no such organization, what delegates from London that attended the Hamilton convention having been invited as individual dealers. A Dundas St. hardware man discussing the subject this morning said :—"There is no use organizing the hardware men if store dealers are left out, as has been the case in the past, for most of these men carry certain lines of hardware. I would ask what is the use of taking in hardware men who carry stoves as a side line and leaving out stove dealers who carry hardware on the side? My idea of organization is not a hardware dealers' association simply, but a hardware and metal association. Only from organization of that kind can any good be expected."

Londoners who attended the Hamilton hardware convention are loud in their praise of the hospitality of the people of the ambitious city. That is probably why the London men are so anxious to get the next convention here.

It is reported that the Ontario Asphalt Block Company will establish a branch in London and make a bid for the paving work of this city. A representative of the company was here recently and discussed the matter with a number of interested citizens.

It is not at all unlikely that the coming summer will see the extension of the South Western Traction Company's electric line, which now runs from London, through St. Thomas, to Port Stanley, extended eastward to Aylmer and westward to Delaware. Mayor Geddes of St. Thomas would like the company to take over the municipality owned street railway of that city, which at present is far from a paying proposition, but the company's officials declare it would take about $15,000 to properly equip the road. The cost of the proposed extension to Aylmer would be in the neighborhood of $300,000, and it is believed the municipalities interested would be willing to guarantee an issue of bonds to that amount.

The decision of the City Council to campaign for industries is already beginning to bear fruit. A few days ago Mayor Stenly received a communication from a large manufacturing concern in Pittsburg, Pa., asking for information about the city, its inducements, shipping facilities, etc. The company is one of the largest in Pittsburg, being engaged in the manufacture of machinery. In its communication the company states that its Canadian trade is growing so rapidly that it is necessary to establish a branch on this side of the border. Last year alone it found it necessary to sublet $300,000 worth of orders on this side, as it could not manufacture the goods over there. The mayor is getting in closer touch with these people and has written for further information as to the goods they manufacture, etc. From what he has thus far learned, the mayor is convinced that the company's plant is a large one and that its financial position is of the best.

F. T. Y.

CHATHAM.

February 16.—Business so far this year has been quite encouraging, though the open winter and the very changeable weather have handicapped hardwaremen a great deal. Last Saturday was a good day ; and when the present heavy snow fall is beaten down, a couple of weeks cold weather is all that is needed to ensure "good times."

On Friday and Saturday of last week Jas. E. Grey of the Ark, had a special "Hospital Sale," in aid of the public general hospital. The hospital received a percentage on goods sold, and the members of the Ladies Assisting Society helped out with refreshments, hot dinner between 11.30 and 2.30, tea between 3 and 5 and hot coffee between 7.30 and 9.30 proving attractions.

Westman Bros. last week featured "gas irons" in their window display. Though for some time past the Chatham Gas Co. has been booming the electric iron for home use, this is the first time that the gas appliance has been featured to any extent. The gas iron should make a hit, since gas as a fuel is cheaper than electricity, and there is no difference in the initial cost of the contrivance.

The Chatham Gas Company has announced a decrease in its rates for electricity, to take effect at the end of the present month. The new schedule will make the price 10c net per kilowatt.

Mayor Westman, of Westman Bros., was in Toronto the latter part of last week on business.

T. W. Norman Clements, who has been conducting a tinsmithing shop at 48 Union St., is leaving for Prince Rupert, B. C., where he expects to do a thriving trade.

Ed. Mackness, plumber and gasfitter, has opened a shop in the premises at 48 Union St., formerly occupied by Mr. Clements. Mr. Mackness has been in business for a year or more, but this is his first down town office.

A noticeable and regrettable feature of the report of the Ontario Retail Hardware Association in last week's issue of Hardware and Metal was the entire absence of Chathamites from the list of delegates. The surrounding towns were well represented, those present from this section including D. A. Husband, Wallaceburg ; A. D. Armstrong, Brigden ; Roy E. Carscallen and C. E. Wells, Dresden ; J. W. Zavitz, Wallaceburg ; Harry Lendon, Leamington and Garnet Hubbell, of Thamesville. But, though other cities similar in size to Chatham have their delegates Chatham is unrepresented.

The general feeling among local hardwaremen—or, at least, among those in-

terested in organization—is that for a city of this size, a local merchants' organization is the correct thing. So far the local branch of the Retail Merchants' Association has more or less filled the bill. Latterly, difficulty has been experienced in holding meetings. There are enough hardwaremen here to form a nice little organization of their own. Fortunately, even without any organization there is a very sensible understanding among members of the trade with reference to such matters as early closing - but a trade organization could scarcely help but do good.

D. H. Douglas, of Stephens & Douglas, was in Campbellford last week attending the funeral of his brother in law.

Harry Shillington, for the past year a member of the hardware staff of J. C. Wanless, left last week for Saskatoon, Sask., where he will locate.

H. M. Sweggles, the Comber hardwareman, was called last week to the bedside of his father, in Detroit, who is suffering from a paralytic stroke.

John Graham of this city has joined the hardware staff of W. A. Barr & Co., Merlin.

Leamington business men are arranging to heat their stores with exhaust steam from the electric light plant.

The Tillbury Telephone Co., has been granted a 20 year franchise by the council, the price of phones not to exceed $12. About 35 miles of rural line will be constructed in the spring.

The Dresden hardware and tinsmithing firm of Wells & Wells, comprising Harry E., Alfred R. and Garnet M. Wells, was dissolved by mutual consent on Feb. 3. The business will be continued by Harry E. and Alfred R. Wells under the old firm name.

E Tripp, who recently returned to Florence from the west, has purchased Mr. Cragg's interest in the hardware firm of Cragg & Sinclair. The new firm will be known as Tripp & Sinclair.

G. A. Trudell, of Prairie Siding, has sold his hardware and general store to Mr. Curtis, of Norwood. The building of a new bridge across the Thames at Prairie Siding is expected to have a "boom" effect on the vicinity. Engineer Bell, of St. Thomas is now preparing plans for the bridge.

The Western Bridge & Equipment Co., of this city, has received the contract for a new steel bridge in Harwich township, work on which is now in progress, the materials going forward today.

Western Canada

A Big Building Year in Prospect Throughout the West—Booked Orders Far Heavier Than a Year Ago.

WINNIPEG.

February 16.—Orders for delivery during the spring and early summer already booked with the wholesale houses are greatly in excess of the business done last year and every indication points to a record turnover of goods. In Winnipeg the building permits to date are five times as great as the permits issued up to this date last year; and it is the same story throughout the West. Brandon, Regina Saskatoon, Prince Albert, Moose Jaw, Medicine Hat, Lethbridge, Calgary, Edmonton and a score of other towns that might be mentioned seem likely to have the biggest building year in their history, while the new towns on the new lines of railway will require large supplies of builders' hardware.

EDMONTON.

February 13.—Hardware jobbers report increased business for January over the same month in 1908, although business was very quiet during the first week of this year, owing to cold weather. Booking orders for spring goods are much heavier than last year, especially nails and wire, which would indicate more building throughout the country.

Coal mining which is one of Edmonton's principal industries, has been very active during the past month, consequently powder and mining tools have been going out quite freely.

T. Whyte, of Whyte & Orr, who have hardware stores at Daysland and Hardisty, was a visitor in the city last week.

J. H. H.

British Columbia.

New Industries for Vancouver—Death of James Vallance at Vernon—Building Trade Active at Victoria.

VICTORIA.

February 11. — J. C. Converce, of Wisconsin, and J. H. Brown, of Tacoma, have completed arrangements for the construction of a shingle mill at Barzan Bay, about twelve miles from Victoria, on the V. and S. Ry. Two shingle machines have been bought and the firm are looking for a suitable engine and boiler.

The School Board has appropriated $9,000 to put complete heating apparatus in all of the city schools not already supplied.

J. C. M. Keith, architect, has been asked to prepare plans for a new school to cost about $45,000.

Mr. Cameron, representing Caverhill, Learmont & Co., Montreal, is in town this week.

The month of January has opened up the year very well as far as building is concerned. Up to January 31, the total value for which permits had been taken out was $77,200. This is a good deal in advance of permits taken out for the same month last year which totalled $54,725. None of the permits are for large buildings, mostly dwelling houses ranging from $1,000 to $8,000, a total of 37 in all.

E. G. Prior & Co. have put in a very attractive window display of carpenters' tools this week.—W.B.C.

NANAIMO.

February 13.—R. J. Wenborn, proprietor of the Nanaimo Machine Works, has moved his machinery and shop equipment into new and more commodious quarters on Chapel street. This plant has won an enviable reputation for the work turned out, which is evidenced in the necessity to have more accommodation.

VANCOUVER.

February 13. — If Vancouver assisted industries with tax or water exemption, it is very probable that quite a number might be induced to establish here. On different occasions in the past, requests have been made of the city council to grant bonus, but the principle was adopted by the city council that this city has so far advanced that there should be inducement enough for industries to locate here or in this vicinity. The fact that industries constantly are locating here is vindication of this action. This week, the matter was again brought up, by Mr. Webber, of Webber & Chandler, of this city, calling on Mayor Douglas to see if some assistance in the way of tax exemption would not be granted to H. Mooers & Company, of Ontario, to build an elevator here. This is the prime topic just now, and if ever the city was approached at the right time, this firm has struck it. The stand the city has taken was referred to, however, and it is exceedingly unlikely that even an elevator proposition will receive material aid, though it will have the hearty support and co-operation of business men and civic officials.

The B. C. Electric Railway Company is testing a two-pronged spike for railway uses, which is said to save thirty per cent. of expenditure along this line. The inventor is John W. Balfour, a New Zealander, Albert F. Griffiths having acquired the patent rights, which were held by the Balfour Spike & Manufacturing Company, of Tacoma, Wash. In the local tests made, it was proven that the two prongs of the spike, as they were driven in, spread and curved as they proceeded, giving a very tight and reliable hold. A company to manufacture in the province is being organized.

R. Bowman is getting out plans for a new concrete warehouse which will cost $30,000. It will be five storeys in height, with electric elevators. G. C. Coulson is the contractor.

Wm. M. Rolston, a hardware man of Ladysmith, was in the city last week, en route for St. John, whence he will leave for the Old Country to spend three months.

The Hinton Electric Company, of this city, is installing a new electric lighting plant in the sawmill at Chemainus. The generator will be of 115 kilowatts, carrying 2,000 volts. It is an important point that this company now uses the product of the Nootka Marble Company, which has a plant on the west coast of Vancouver Island, for its switchboards, finding it equal to any of the quarries in Vermont.

Trade this spring promises to be much better than during the last year. There is activity on all sides, and though the lumber mills have not yet got back to their old time activity, the prospects are better than for twelve months past. At the beginning of last year there were 170,000,000 feet of logs in the water, but on this first of January the amount was only 70,000,000, so that once mills start cutting full time there will be a big demand for logs. Building is even better than last year, when all records were surpassed, railway construction is more general, mining is looking up, and altogether, the merchants of the coast province anticipate a successful year.

Where would you look

for information regarding a Hardware business for sale?

Surely in the one paper in Canada which is read by Hardware Merchants in every province of the Dominion.

There are thousands of other hardwaremen who are of the same opinion and who consult our want ad columns when they want to find the man who is hunting the very opportunity you have to offer.

When people want to buy locks, saws, nails, etc., you expect them to go to a hardware store and when you want anything which can be supplied by some other hardware dealer in Canada, then employ some medium which reaches the Hardware trade.

There is no other way in which your proposition can be placed before Hardwaremen, Clerks, and Travellers for so little money as through our want ad columns.

Rates :

2c per word for first insertion.
1c per word for subsequent insertions.
5c additional each insertion when box number is required.

Hardware and Metal

Montreal **Toronto** **Winnipeg**

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED—Good live agent in Montreal, Toronto and Winnipeg to handle A1 line of hammocks which have been marketed successfully in Canada for some years. The line will be strongly advertised in Hardware and Metal. Apply, giving full information as to lines you now have, Box 796, HARDWARE AND METAL, Toronto. (10)

BUSINESS CHANCES.

FOR SALE—Half interest in a hustling stove, furnace and plumbing business in western Ontario. Capital required, 2 to 4 thousand. None but sober and good mechanics need apply. Box 805, HARDWARE AND METAL, Toronto. (8)

MECHANIC with twenty-five years' experience in tin, plumbing and hardware wishes an opportunity to invest thousand dollars and become manager of that branch in good hardware business. Address Box 806, HARDWARE AND METAL, Toronto. (8)

WANTED—Responsible partner or manufacturer to take interest in patented article for builders' hardware trade. Can be made and sold at good profit. Address, The Rowland Manufacturing Co., Denver, Colo. (9)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

FIRST-CLASS Builders' and General Hardware Man open for engagement. Twelve years' experience. Box 783 HARDWARE AND METAL, Toronto. (8)

HARDWARE SALESMAN desires position, wholesale and retail, experienced. Would buy a first-class business. Box 788, HARDWARE AND METAL, Toronto. (8)

POSITION of responsibility, indoors or traveling, with wholesale or jobbing house, by man of ability, good address and twelve years experience as indoor and traveling salesman. Box 804, HARDWARE AND METAL, Toronto. (8)

SITUATION wanted by practical tinsmith as salesman for stoves, furnaces, hardware, tinware, roofing, or paints and oils. Have been in the retail business. References. Box 803, HARDWARE AND METAL, Toronto. (10)

WANTED—Position as travelling salesman. Six years former experience as representative of paint company. Hardware or paints preferred. Past four years managing hardware business. Best references. Box 795, HARDWARE AND METAL, Toronto. (9)

WANTED—Position as salesman for retail hardware. Eight years experience with good preference. J. E. Thomas, 662 King St., London. (10)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE BUSINESS FOR SALE in one of the finest farming sections of Ontario. Two railways. Stock about $4,500. Good reasons for selling. Address Box 782, HARDWARE AND METAL, Toronto. (11)

HARDWARE, Stoves and Tinware Business for sale in a good manufacturing town, farming and dairying country, good business trade connections in store and workshop; stock about $8,000. Good reasons for selling. Address Box 784, HARDWARE AND METAL, Toronto. (8)

HARDWARE BUSINESS FOR SALE—In growing part of Toronto. Stock and fixtures about $2,000. Box 789, HARDWARE AND METAL, Toronto (8)

HARDWARE, stoves and tinware in city of London. Stock new, $6,000. Splendid opportunity. Good reasons for selling. Apply 111, Dundas Street, London, Ont. (8)

HARDWARE, Stove and Tinware business for sale in one of the best towns in New Ontario. Snap for good live man. Premises either for sale or to rent. Apply Box 801, HARDWARE AND METAL, Toronto. (9)

MACHINE SHOP and manufacturing business in city of Ottawa for sale or partnership. Apply to A. H. Edwards, Ottawa. (10)

WELL ESTABLISHED GENERAL HARDWARE BUSINESS in prosperous Manitoba town surrounded by excellent farming district. Stock about $8,000. A splendid opportunity. Apply Box 785, HARDWARE AND METAL, Toronto. (10)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

SMART young boy wanted to learn the hardware business. W. Walker, 1228 Yonge St., Toronto. (10f)

TRAVELER of experience in the Stove and Furnace Business for the Provinces of Quebec and New Brunswick. Must speak English and French. Address Box 786, HARDWARE AND METAL, Toronto, stating experience, salary, etc. (tf)

WANTED—Buyer and manager for cutlery and sporting goods department of wholesale hardware house. Apply, giving full particulars, H. 9, HARDWARE AND METAL, Montreal. (tf)

WANTED—Competent clerk for retail hardware business. Good salesman and window dresser. Apply, stating qualifications with references, to Box 799, HARDWARE AND METAL, Toronto. (9)

TECHNICAL BOOKS

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Set Tinners' Tools—complete in good condition, break safe, etc; all good. Werner Bros., Mitchell. (8)

FOR SALE—New Oliver typewriter. Agents' sample. Box 800, HARDWARE AND METAL, Toronto. (9)

TWO counters for sale, one ten feet long and the other sixteen feet long. The counters are in good condition, have oak top and panelled front, with two stools attached. Will sell for about half original cost. W. Walker, 1228 Yonge St., Toronto. (10f)

BUSINESSES WANTED.

TO PURCHASE Established Hardware Business in live town or city in Ontario, east of Toronto; or in Quebec, west or south of Montreal. Box 787, HARDWARE AND METAL, Toronto. (8)

WANTED—A hardware, stove and tin business. Stock from $4,000 to $6,000, in a good town or city. J. D. Murdoch, Simcoe, Ont. (8)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

IF YOU are looking for a side line to add to your business there is none better than COLUMBIA GRAPHOPHONES. Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want, while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or someone else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. Toronto Phonograph Company, Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner lamps can be received by return mail by applying to our representatives or direct to THE PITNER LIGHTING CO., Limited, 36-38 Lombard St., Toronto, Ontario.

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

650,000—Not one of the 650,000 retail merchants who have bought a National Cash Register would think of doing business without it. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Room 511, Union Bank Bldg, Winnipeg.

Winnipeg, Feb. 16.—The wheat market has been a centre of interest this week: prices have ruled high, and trading has been extremely active. Receipts have been very light all week, with a keen demand for cash wheat and few offerings, indeed almost every car that comes in has been sold ahead. Eastern millers have been after contract wheat, and there has been some speculative trading, but the bulk of the business has been straight export. May wheat sold at $1.07¼ with $1.07⅜ asked on Thursday. Friday being a holiday in all the American markets trading was somewhat dull in Winnipeg, and there was a slight reaction, but it made a strong close. As the weeks pass and Patten continues to hold on to his long line the interest certainly deepens. It now seems pretty well assured that the farmers who have wheat are holding it for higher prices. Of course, in view of the price of Chicago, Winnipeg wheat looks cheap. That Argentine surplus will be less than expected and that there is serious damage to American winter wheat seems now pretty well assured. There is one thing about the Patten corner and it is this: it must be a phenomenal price that will pull him through with a profit, as much of his wheat has been bought at such high figures that there is practically no profit in it at the present time.

One feature of the week has been the steady increase of interest in oats. For months oats have been dead as a door nail, but suddenly interest has awakened and a demand from Ontario for feed, and also an export demand has sprung up. Some of the strength is no doubt due to the reported damage to the Argentine corn crop by locusts, which sent the American corn market up with a jump. Flax continues very strong, and there are rumors to the effect that considerable Western Canadian flax has been shipped to or bought for shipment to Duluth.

Wholesalers report all lines of business very quiet at present, excepting spring goods, but with one accord they predict an exceptionally heavy spring trade.

Judge Mabee Firm.

The Railway Commission has completed its work in Winnipeg for the present and departed westward after one of the most successful sittings in its history. It is the first lengthened sitting held here by Judge Mabee, and he has certainly created a most favorable impression. The smoothest of corporation lawyers have found it quite impossible to cloud the issue before him, and he left none in doubt as to his sympathy with the farmers in many of their grievances. He was especially strong on the loss suffered by farmers on account of the railway companies not fencing their tracks.

The jobbers and business men generally are still "chewing the cud" over the "standardization of freight rates" according to Hartwell's schedule, which has been printed in all the papers here. The question comes up for final adjustment later, but it is evident Chairman Mabee favors the Hartwell plan.

Calgary is to have, during February or the first week in March, the monster lumber convention of the age. Delegates will be there from the Atlantic to the Pacific, and the object of the convention, in plain terms, is to pool interests and advance the price of lumber. Of course, the lumbermen deny loudly anything in the nature of a combine, and declare, with their hands upon their hearts, that the present cutting system is ruining trade and driving them out of business. They assert loudly that though the price of lumber will jump, the unanimity that will follow will greatly benefit business in general. The men who have already tendered on large building contracts are watching the result of this convention with anxious eyes. There is no manner of doubt that any heavy advance in lumber will at once curtail building operations, which up to the present time have promised to exceed the past two seasons.

There threatens to be a suspension of the letting of building contracts where much lumber is involved until this convention is over.

Wheat Rate to Liverpool.

Another thing that will no doubt be discussed at this convention will be the movement of wheat west to the Pacific, and the movement of lumber east. The Canadian Pacific have made a rate from Alberta to Liverpool of 45c on wheat, but dealers say that at this figure they cannot do business as the additional cost of sacking, the additional interest on money for the longer perior in transit and the additional insurance for the more dangerous passage round the Horn does away with all profit. The railway company have not announced publicly, but some of their prominent officials have stated privately that could they be assured of lumber to fill their cars on the return trip they could make a still lower rate. This question of wheat to Britain via Vancouver is certainly making quite a stir, and several exporting houses have had bids and inquiries from the Old Country firms for wheat shipped that way. So far as I can ascertain no shipments of importance have been made up to date.—H.

Hardware Markets.

Stocks in the hands of the retail trade are very low because of the cautious buying of last year, and there can be no doubt that the wholesale hardware business in the West will be exceptionally heavy this year.

Values are steady throughout almost the entire list. The only change of note is an increase to 75 per cent. of the discount on white enamel hollow ware such as water buckets, pitchers, cups, bowls, etc.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized, wire, 6, 7, and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.50; No. 2 and larger, $4.25, snowshoes, No. 0 to No. 1, $4.75, No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85, No. 2 and larger, $4.60; featherweight, $6.00.

HORSENAILS—MRM, cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg base.

PRESSED SPIKES—¼x5 and 6, $4.60; 5-6x5, 6 and 7 $4.25, ⅜x6, 7 and 8, $4.10, 7-16x7 and 9, $4.00, ½ x 8, 9 10 and 12, $3.90, ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron, 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. copper; No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31¼c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 10, 33c per lb.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35; Famous enamelled ware, 50;

ENAMELED WARE

The Most Complete Stock in the West : :

Book Your Spring Orders With Us : :

Wholesale Hardware **REVILLON BROS.** *Edmonton Alberta*
Limited

G. F. Stephens & Co., Limited

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Which will NET you a yearly profit of from 50% to 75%?

$7,000.00 will buy an established Implement Business, which for the past few years has shown such Profits. Located in one of the most flourishing towns on the C. N. Ry. First class building most centrally located, and well assorted stock of "McCormick," "Cockshutt" and "Moline" goods, together with the agencies for the said well known and popular lines. OBJECT FOR SELLING—Other interests which prevent the present owners from giving this branch the necessary attention. For particulars apply to

Mr. G. M. McBRIDE, care Messrs. Geo. D. Wood & Co., - - - WINNIPEG, MAN.

SATISFIED CUSTOMERS AS SALES AGENTS

If you handle a line of reliable furnaces and make a speciality of installing heating systems that will give entire satisfaction both as regards heat distribution and fuel economy your customers will do good work for you on new prospects.

Let us help you to start right.

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TORONTO, ONT.

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WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9 ; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼; pure manila, 12¾; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise plain, 45c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c ; Victoria, plain, 70c ; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c ; Victoria and Jubilee, tarred, 86c ; Triumph and Joliette, tarred, 84c ; Cyclone, tarred, 78c ; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20 ; galvanized, $4.30; 26. $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33 1-3; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance, Primers, Canadian, $1.55; Americans, $2.00. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $17.50; 10, $20.00; 12, smokeless, chilled, English, $22.50; Canadian, $23; 10, smokeless, chilled, English, $25.00; Canadian, $22.50. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5.00. Lead pipe, $6.00.

SHEET ZINC—Casks, $7.50; broken lots, $8.00.

COPPER—Planished copper, 33½c per pound; tinned, 24c.

IRON PIPE—It is impossible at the present time to quote iron pipe prices with any approach at accuracy. Prices given below are nominal prices only, quotations considerably lower being obtainable: Black pipe, ¼-in., $2.50; ⅜, $2.85; ⅛, $3.50; ¾, $4.65; 1, $6.60; 1¼. $9 ; 1½. $10.75 ; 2, $14.40 ; 2½, $24.40 ; 3, $31.50; 3½, $39.50; 4, $45 ; 4½, $52; 5, $58; 6, $75. Galvanized ; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60 per cent.; nipples, 75; classified malleable fittings, 25; malleable bushings, 60; malleable unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4.00; 22 and 24, $4.10; 26,$4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20, $4.10; 24, $4.30; 26, $4.70; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.00; ½ box, $4.75; IX. full box, $9.00; ½ box, $5.75; IXX., full box, $13.00; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES—Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders. 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c ; Capital cylinder, 59 and 54c ; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 27c; medium castor, 26c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c ; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c ; Starlight, 20c ; Sterling Light, 24c. Engine gasoline, gal., 22½c; fo.b. Winnipeg, cases, $2.50.

PAINTS AND OILS — White lead, pure, $6.00 to $6.50, according to brand; bladder putty, in bbls., $2.40; in keys, $2.55; turpentine, bbl. lots, 65c. Linseed oil, raw, 66c; boiled oil, 3c per gallon advance on this price.

EDMONTON MARKETS.

Feb. 18.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25 ; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

HORSENAILS — M.R.M., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85 ; brass, 75 ; round head, bright, 75 and 10 ; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c. ; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55 ; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c ; pure manila. 15c.

BUILDING PAPER—Plain, 62c per roll ; tarred. 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65 ; 12, smokeless, chilled, English, $25; 10, $29 ; 12, Canadian, $24; 10 Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70 ; powder, F.F., Hamilton, $5.25 per keg.

R. F. Hay, of the Moose Mountain Lumber & Hardware Co., is on a short visit to their several branches in Arcola, Sask., this week.

NEW STOVE RADIATOR.

T. W. Dennis, 70 Victoria Square, Montreal, has placed on the market a radiator which is claimed to be a great fuel and heat saver. It is a steel drum with tubes running through it, and so arranged that a constant flow of air circulates round the tubes. These tubes become intensely hot, and heat the air, which, in turn, warms the room. Three-quarters of the heat from a stove goes up through the chimney and is lost, but Mr. Dennis claims that by using his radiator this heat is utilized in the house, thereby saving a considerable amount of expense. The radiator is especially useful in heating another room by simply running the stove pipe into the room and connecting the radiator.

VALUABLE MINING REPORT.

A report on the mining and metallurgical industries of Canada has been issued from the Department of Mines, Ottawa, and probably no more interesting publication has ever emanated from Government sources. In fact the report is the first attempt to collect and publish full statistics of the mineral production, and of the mining and metallurgical industries of Canada ; and illustrated as the volume is by many photographs and plans and sections of the various mines, every man who is directly or indirectly concerned with the metal industry of Canada should not fail to have the number in his office or home.

According to the introductory remarks of Dr. Eugene Haanel, Director of Mines, from whose office the publication was issued, a special staff of investigators was appointed to gather reliable data and information in the respective provinces, and moreover with a view of making the specific descriptions as reliable and as practical as possible the services of geologists and engineers, having special knowledge of particular districts, were sought.

Thus the report has been given attractive features not customary in such volumes. With a variety of information, from statistical tables and descriptions of equipment, down to historical notes and analyses. Nothing seems to be lacking ; and every one desiring to have authentic data, compiled in most interesting form, and helped out by many valuable illustrations, of the importance and magnitude of Canada's mining industry should not fail to secure a copy. It is realized, by looking through the volume how great have been the strides made in the mining industry, and what vast prospects yet lie before the country.

The report on the whole is comprehensive and, as Dr Haanel says, will meet the great demand made on the mines branch during the last year or two, while the eminently practical character of the data furnished will enable the capitalist, manufacturer, and general reader to make deductions which should be invaluable when looking for profitable investments. The work is published at $1 to insure it getting into the hands of the right class of readers.

Anvils and Vises
Machinery Steel
Wire Rope

In Stock

A. C. LESLIE & CO.,
LIMITED
MONTREAL

ROSS BROS.
LIMITED
WHOLESALE HARDWARE

Your customers want

Baling Wire

We have a large stock
and solicit your orders.

EDMONTON, ALBERTA

The
Condensed Ads.
on page 61
will interest you

Money's Worth Paint vs. Cheap Paint.

Messrs. Barry & Butler,
Allentown, P. Q.

Gentlemen:-

I have read with a great deal of interest your letter advising that you are being confronted with considerable competition in the shape of cheap paints offered for sale at a lower price than S.W.P.

I fully realize that competition of this kind is hard to meet, but it is competition that will surely give way to high quality goods in time. High quality goods like Diston's saws, Rogers' knives or Sherwin-Williams Paints will always command a higher price than other goods in their line, just as soon as people find from experience that they can always be sure of getting their money's worth when buying these standard products. When your store gets to be known as a place where everything sold can be depended upon, you will have a trade that will know no competition from cheap merchandise. Keep up the fight, and we will give you every assistance possible through our strong system of advertising in showing your customers that the value is really in Sherwin-Williams Products.

Hoping to hear from you soon that the cheap competition is giving way to S-W. quality and your energetic efforts, I remain

Yours very truly,

C. C. BALLANTYNE.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: Toronto, Ont., and Winnipeg, Man.
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"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.

CAMPBELL'S VARNISH STAIN

The original and only real varnish stain for renewing all **Interior Woodwork, Floors** and **Furniture.**

We would like to tell you about the **Special Advertising Inducements** we offer with an order of these goods.

THE
Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Municipal Undertakings.

Montreal is considering establishing a filtration plant.

Hamilton is buying land for its west end sewage disposal works.

Exeter, Ont., is thinking of constructing a waterworks system.

Wetaskiwin, Alta., will instal a waterworks and sewerage system this year.

Winnipeg's proposed new sewerage system is estimated to cost $7,000,000.

Tenders are asked for supplies of cement and sewer pipe required by Brantford for 1909.

Verdun's $50,000 water supply system is being rapidly pushed and is expected to be finished by June.

Point Grey, a suburb of Vancouver, will have to be drained by trunk sewers running through Vancouver.

The Gartshore-Thomson Company received the contract for supplying the iron castings required by the Hamilton sewers department, at $1.95 a hundred pounds.

A. Mercer, Hamilton, was given the contract at $2175 of laying an iron pipe down the side of the mountain at Hamilton to connect the mountain and city sewer systems.

Tenders are asked for materials for Saskatoon's waterworks and sewerage works as follows: Cast iron pipe and specials, 280 tons; fire hydrants, gate valves, etc.; sewer pipe, 20,000 feet; pumping machines.

Dominion, C.B., ratepayers authorized the town council to borrow $20,000 for the instalation of a permanent water supply. The water will be supplied by the town of Glace Bay from their standpipe at Cadegan's brook.

Arrangements have been concluded between Revelstoke, B.C., and T. F. Sinclair for the construction of the central section of the sewerage system in that city. The question of what material will be used for pipes and other matters relating to filter beds, septic tanks, etc., will be taken up immediately. Work will be commenced about the middle of April.

Industrial Developments.

The Ontario Dock Co. will erect a $14,000 iron freight shed at Toronto.

The Carnegie Milling Company are erecting a sawmill at Port Perry, Ont.

T. R. Brigham, Vancouver, will erect a large sawmill at Port Essington, B.C.

A new pulp mill will be erected at East Angus, Que., in the spring at a cost of $250,000.

The McMaster Lumber Company, Kemptville, Ont., will erect a large sawmill this season.

The Toronto Show Case Company are preparing plans for the erection of a large factory there.

The Colonial Cement Company, of Wiarton, which was to be wound up, is to be re-organized.

The Copp-Clark Company have bought a site in Toronto and will build a new warehouse and bindery.

A shingle mill will be built at Esquimalt, by H. Bacus, Seattle, who has already selected the site.

It is stated that a factory will be erected at Trenholmville, Que., by Sherbrooke men in the spring.

Chas. Bernier, Montreal, has prepared plans for a factory to be erected for the Campbell Clothing Co.

J. S. Emerson, Vancouver, is building a planing mill and sawmill at Eburne, on the Fraser River.

C. A. McGilivray, Bellingham, Wash., has purchased a site at Vancouver, for the erection of a large sawmill.

Construction will shortly commence upon a large new factory for the Oxford Knitting Co. at Woodstock, Ont.

The Halifax Board of Trade are considering a proposition for the establishment of a large cold storage warehouse.

The Canadian Industrial Company, Vancouver, will erect a large paper and pulp mill at a site on the Powell river.

A company is being organized for the erection of a new building for the Northwood cheese factory at Kingsmill, Ont.

The Slater Shoe Company, Montreal, are negotiating for a site at Milltown, N.B., on which to erect a large shoe factory.

The Vancouver Pipe & Foundry Co. are contemplating the construction of larger quarters in the southern part of Hastings townsite.

The Canadian Northern have given the Crossen Car Company, Cobourg, a contract for the construction of four hundred freight cars.

Pratt & Lambert, Varnish Manufacturers, Buffalo, have purchased a site at Bridgeburg, Ont., where they will build a Canadian factory this summer.

The Packard Electric Co.'s automobile works, at St. Catharines, which were closed down some time ago owing to trade depression, are starting up again.

The Converce & Brown Shingle Co. have completed arrangements for the construction and operation of a shingle mill at Bazan Bay, just south of Sidney, B.C.

A company of New York capitalists are negotiating with the Lachine, Que., council for the erection of a large paper factory. If matters are arranged, work on the building will be commenced this spring.

Pennsylvania and Chicago capitalists have been inspecting 117 square miles of timber on Moresby Island, B.C., owned by Wallace, McMillan & Murray, Queen Charlotte. A sawmill will be erected.

Henry Disston & Sons, saw makers, Philadelphia and Toronto, have bought for $50,000 a four-acre block of land in Toronto, on which they will erect a new $80,000 factory in the spring, to employ 300 or 400 men.

The Canada Chemical & Wood Distilling Company, Chilliwack, B.C., capitalized at $20,000, are applying for incorporation. Arrangements are now being made for the erection of a building and the installation of machinery.

The Western Canada Wood Pulp & Paper Co. are said to have acquired the entire pulp limits, foreshore rights and water privileges from the Quatsino Power & Pulp Co., and will at once erect a large mill on Marble Bay, Quatsino Sound, B.C.

The Manitoba Iron Works are planning an addition to their buildings at Winnipeg, at an initial cost of over $150,000. T. R. Deacon, manager of the company, states that when the addition is completed the capacity of the work will be at least 20,000 tons of steel a year, enabling the construction of the largest bridge spans required.

Railway Development.

The Northern Pacific Railway propose to lay 90-lb. rails on the entire system.

Thomas Malcolm, contractor for the railway being built from Campbelton, N.B., south to the St. John River, at St. Leonards, a distance of 112 miles, reports that he had 1,400 men at work all last summer, and that while 62 miles of track have been laid from the Campbelton end, 30 additional miles are graded. Seventeen miles are graded out of St. Leonards, and Mr. Malcolm states that the road will be completed and ready for traffic by the middle of

The Canadian Northern proposes to build a main line in British Columbia running in a southwesterly direction from the Yellowhead Pass to tidewater on Burrard Inlet. The route is by a system of waterways almost a hundred miles long, to the North Thompson River, aad thence down that river to its junction with the South Thompson River at Kamloops. The line will follow the main Thompson River, taking the opposite bank to that occupied by the Canadian Pacific Railway, to its confluence with the Fraser River at Lytton. From there the road will parallel the Canadian Pacific on the same side of the Fraser for a considerable distance before proceeding to Vancouver via the Lillooet country.

Public Buildings.

A new school will be built at Runnymede, Ont.

St. Mathias Presbyterians, Montreal, may erect a new church.

A new court house will be erected at Woodstock, N.B., this summer.

The British-American Trust Co. will erect a fine office building at Victoria.

The T.&N.O. Railway station at Temagami, recently burned, will be rebuilt.

A new two-storey opera house will be erected at Leamington in the spring by J. M. Henry.

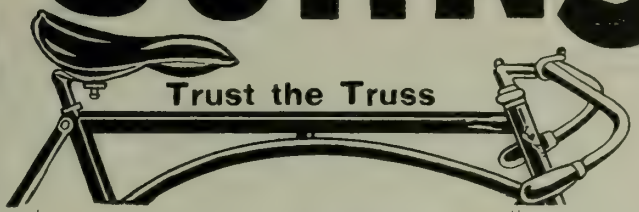
A Roman Catholic church and school, to cost about $65,000, will be built at Lacombe, Alta.

Land has been purchased at Waterloo, Ont., on which will be erected a new public building.

T. Clark King, Lacombe, Alta., has prepared plans for the erection of an

IVER JOHNSON

Truss Bridge Bicycle



Dealers

like to sell the Iver Johnson Truss Bridge Bicycle because it remains sold—proof against "come backs." Our **Agent's Proposition** is worth looking into, for the man who would make good money on a good proposition.

Send for Free Catalogue

It illustrates the 1909 models and shows why the Truss Bridge is so popular among dealers and riders. It is a text book on bicycles.

WRITE TO-DAY

Riders

prefer it because it is the most durable; because it is made of the best materials by the most skilled mechanics in the world. Costs moderately in the beginning, nothing for repairs if not mistreated, and costs least, therefore, in the end.

IVER JOHNSON ARMS & CYCLE WORKS, Factory and General Sales Office: 330 RIVER STREET, FITCHBURG, MASS.

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Men Who Sell Things

By Walter D. Moody

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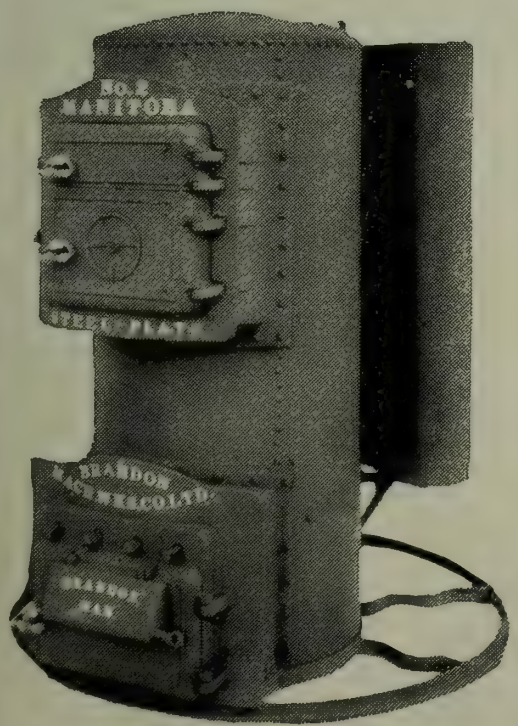
The Condensed Ads. in Hardware and Metal bring results. Try one.



We Want Agents

to sell the

Manitoba Steel Plate Furnace

We want a good hardware man in every town to handle our furnace. It will burn Souris and other soft coals mined in the West, and it will burn them economically. It is the furnace Western people have been looking for. If you are from Missouri, so much the better. Ask us and we will show you.

The consumer saves 25 to 40 per cent. on fuel when he uses the Manitoba.

The Brandon Machine Works Co., Limited

Brandon, Manitoba

opera house and hall at Stettler, Alta., for the Woodmen of America. Estimated cost, $9,000.

The establishment of a Normal School for nuns is under consideration at St. Thomas.

It is stated that the C.P.R. will extensively remodel the Place Viger passenger and freight sheds.

The C.P.R. will proceed with the enlarging of the Windsor station, Montreal, this summer. The extension will cost $1,000,000.

Andrew Carnegie has offered to erect a public library building at Preston, provided that the town gives the site and maintains the building.

The New Westminster school board are contemplating the erection of a school building at Sapperton.

A reinforced concrete grand stand will be erected on the grounds of the Central Canada Exhibition at Ottawa.

Tenders will be called immediately for the erection of a new building at Rockliffe Park, Ottawa, for Ashbury College.

St. Mary's, Ont., ratepayers will be asked to vote on a by-law to raise $40,000 for the erection of a modern school building.

At the annual meeting of the St. Augustine Presbyterian Church, Winnipeg, it was decided to erect a new Sunday school building, at a cost of $18,000.

The matter of enlarging the Ottawa court house was brought before the Carleton County council recently. Mr. Gorman stated that estimates had already been prepared, placing the total cost of the required addition at about $20,000.

At a joint meeting of the councils of Aldborough Township and Rodney, D. McLean, reeve of Aldborough, and J. J. Mistele, reeve of Rodney, were appointed to secure plans and estimates for the erection of a new town hall at Rodney, Ont.

The Dominion Government are building a post office at Parkhill this year. A. W. Humphries & Son have the contract for the galvanized cornice roofing and for galvanized iron work on the building, as well as for the plumbing throughout the structure.

EXPLOSION AT SARNIA.

Four hundred barrels of oil in one of the huge agitator tanks at the Imperial Oil Co., at Sarnia, exploded some few days ago, and, catching fire, caused a spectacular conflagration, which, however, was confined to the tank. The loss will be about $2,000.

A NEW METAL POLISH.

Royal Polishes Company, 7 St. Nicholas St., Montreal, is the name of a new Canadian metal polish company which has recently started manufacturing. G. P. Johnston is at the head of the new firm, which is entirely Canadian. Royal metal polishes are on the market in liquid and paste form, in tins ranging in size from quarter-pint to gallon.

A Special Sporting Goods Department

There is no doubt that the hardwareman who makes a separate department of his sporting goods gets the best results. Not only is he better able to judge of the success of his lines, but he can deal with this branch of his store in a more comprehensive way. Included in the business as a whole, the sporting goods are influenced by the success or non-success of other lines. That is to say if trade generally has not been good, and the dealer is inclined to buy less heavily, then the sporting side suffers along with the rest, despite the fact that taken by itself it may have shown most gratifying results.

By making a separate department of his sporting goods, with a special ledger account the hardwareman can deal with these lines on their own merits, and with his fingers more directly on the pulse can better judge of the treatment that will best encourage and develop this part of his business.

Clerk Must Know Goods.

In these days of recreation and of facilities for easily indulging in all kinds of pastimes, very few hardwaremen lack a demand for sporting goods, and, however small this demand may be, the dealer who manages his sporting lines as a special department is closer to the trade and can cultivate it the most thoroughly. Furthermore the placing of a clerk in charge, if it is possible to do so, is a great factor in developing the sporting side of hardware. Encourage the clerk to pick up all the technical points of the different lines, so that he can direct a customer's attention to various parts which add strength, or resiliency, or whatever it may be, to the articles under discussion. If the clerk is not a sportsman himself, he can, by keeping his eyes open, secure information that is interesting to an enthusiast. A sale is more than half clinched when a clerk meets his customer on mutual grounds, and can tell the latter something new and interesting about the article or sport in question. A salesman who is perforce compelled to be an automaton because of his lack of knowledge is bad enough in any line, he is fatal where sporting goods are concerned.

Talk Quality, Not Price.

In another way the value of a well-informed salesman is apparent. In selling goods where rival merits play so great a part, the question of quality and not of price must be the great selling factor. To the average sportsman price is a minor consideration. He only wants to be assured that he is buying the finest article, and the one that will suit his particular needs the best. The salesman, therefore, should be in the position of being able to make an assertion that a particular article is the best on the market and to back up the statement by cold hard facts. It is the matter of superiority, and not of price, which usually determines a sporting goods sale. Placing a man in charge of the sporting department creates a responsibility that is of the utmost value to this branch of the store, and gives the head of the firm an authority upon which to rely when the purchasing is being made, or development or retrenchment considered.

In the columns of this paper we have many times pointed out the field that is opening up to hardware men situate on or near a main road by the development of automobiling, especially in repairing tools. Plyers, wrenches, hammers, chisels, copper wire, screw drivers, etc., are all necessary articles when a breakdown occurs, or a slackening of parts is observable, and very few automobilists carry a complete tool kit with them. They are like the cyclist who leaves things to Providence and goes for a long ride without bothering to carry a repairing outfit. If the hardware man believes that there is a possibility of such trade being encouraged in his district, he should lose no time in making preparation, and in evolving good advertising ideas. He should have a sign painted to be hung outside the store informing the man in need of a tool that such articles can be bought within. He can decide upon certain schemes of window dressing in which these tools can be effectively grouped, and he can also procure some attractive automobile posters. He can circularise the owners of automobiles in his district of his new lines, and they will no doubt in turn impart the information to other owners who may be met in the course of their travels. The hardware man should also get in touch with any touring club so that his store may be posted up as a place to be remembered if a car breaks down in that neighborhood. There is no knowing how such seed dropped here and there may not bring forth good fruit, and the selling of tools leads to the wider field at present covered by the garages. Undoubtedly the growth of automobiling makes it incumbent upon the hardware man to ascertain whether he cannot reap some tangible benefit from it. One Toronto concern handling automobile repairs earned a 54 per cent. dividend in 1908.

Gun Display Stands.

Dealers often find it difficult to display guns and cartridges well, especially when any particular grouping effect is desired. The following stands may, in certain cases, be found to be of great help. Take some ordinary wood, say four by four inches square, and bore a 1¼-inch hole before sawing the required length, thus forming the grooved end of two stands at once. At the other end ordinary mounting nailed around the base, completes the stand. Finish with wood dye, or whatever color desired. A gun placed along the groove can then be effectively placed in any part of the window. By cutting the stands in different lengths the guns can be banked if desired from the front of the window to the back. A triangular piece of tin neatly cut with the bottom part bent back to form a base and the thin point at the top so bent as to hold a cartridge, completes the display. These two stands are easily made, and may be found very useful in combined displays, or placed in the window by themselves.

E. P. Paulin, of the Goderich hardware firm of Paulin & Pinder, has purchased the hardware business of J. W. Goodhue, of Ripley.

News of the Paint Trade

CANVASSING THE DISTRICT.

In making a thorough canvass of the property owners in his district, the paint dealer can render his campaign all the stronger by drawing attention to some particular part of the property which appears to need attention. A general intimation to the effect that so-and-so would improve the appearance of his house, barn or fence and add to the preservation of the material, by repainting this spring, is not so likely to bring results as a more personal letter that So and So's property being of a certain material, paint was necessary to its well being, followed up by a suggestion as to the most suitable paint that should be employed. If the dealer is aware that no painting was done in this particular case last year, or for some years past, then the using of this information makes the canvass all the stronger. To give such a direct touch to his campaign, it is necessary for the dealer either to go round his district himself, or to send a trustworthy representative, but the time is well employed for a stronger advertising method could not be used.

For instance attention should be directed to the tin roofs and sidings in the district, and their owners promptly told how essential it was that the surface of such material should be well and properly painted. It should be pointed out that tin, exposed to the weather, requires repainting every three or four years to insure its preservation, and that some of the paints frequently used on such material were of no protection from the elements. These points should be strongly brought out. Tin roofs and sidings must be properly looked after or the owners will soon need fresh material.

The dealer can add strength to his canvass along these lines by pointing out that a good first coat of red oxide and pure linseed oil can be followed by any first class paint, but that lead paint should never be used for the first coat as it will not adhere to the metal for any length of time. It is by personal and opportune efforts such as these that the dealer can best excite the demand. Paint consumption is inclined to be lethargic, unless it is excited by the dealer.

GET READY FOR SPRING.

This is the month for earnest preparation in the retail paint trade. Don't let a day be lost in getting ready for an active spring campaign. Every mild morning suggests that the painting season is approaching. It is assured that the annual stock taking has been completed in January, but if not, it should be done now, and quickly. Get the paint stock in order—classified, marked, ready for instant use on demand. nothing like knowing exactly where an article can be found and not compelling a customer to wait while a clerk hunts for it. Nothing like having a stock complete in every detail. Now is the time to sort up and see to it that there are no shortages. Don't wait until next month when paint manufacturers and jobbers get busy and your order cannot be so promptly filled. For a retailer to lose a sale because the

We'll help you sell them

When you stock Floorglaze Enamel, M.L. Paints, or anything else we make, our interest in you doesn't lapse till it's time for your next order. Not much! We keep busy right along helping you to sell the goods—moving that stock out in a hurry to make room for more. That's one reason why we keep friends with the trade. Another reason is found inside the cans. When you get ready to handle a really complete line of paints, varnishes, enamels, etc.,—and a line that sells and satisfies—this is the address to write to:

Imperial Varnish & Color Co., Ltd.
OF TORONTO

Please correspond with place nearest you.

All our lines carried in full assortment by Imperial Varnish & Color Co., Ltd., 542 Beatty St., Vancouver; Mason & Hickey, 108 Princess St., Winnipeg, Man.

HORSE SHOES

By the brand of Horse Shoes the hardware man carries, the percentage of trade he is doing may be fairly estimated.

"M.R.M." Shoes are asked for by the principal Farriers of the country by reason of the excellent qualities they possess, and the universal satisfaction they give.

To stock "M.R.M." Shoes is to do the bulk of the trade.

The Montreal Rolling Mills Co.

goods wanted are not on his shelves is the worst kind of bad management, and often involves the loss of a customer.

Wall paper dealers especially should be all ready for business in February, says Paint, Oil and Drug Review. Here comes in the utility of the show window. Wall paper properly displayed is one of the most artistic of window decorations. It can also be used to excellent advantage for display in the interior of the store. Here is a chance for the exercise of the dealer's taste and ingenuity. Make your store as attractive as possible by drapings of the handsomest wall paper you handle, and it will soon become known to the entire community as headquarters for high class goods. Arrange comfortable seats for customers, with good light by which they may inspect the patterns. This is the really artistic side of the decorating business, and if properly handled it brings much other work in the line of painting, floor finishing, etc., where the dealer is a painter as well as a retailer. If not himself a contractor, he can make many a dollar in commissions by turning over such work to some reliable workman.

A large stock of wall paper is not necessary, though a good variety should be shown. By ordering carefully the loss and annoyance of carrying over much stock from one year to another is avoided, and this is a matter of considerable importance because the styles of last year in wall paper will not do for this year's trade. The old adage about the "early bird" applies with force to the paint trade. Ample preparation in February for the spring campaign that begins in March will put the dealer in position to get orders that he would not get were he to delay his preliminary work until next month. His object should be to get early orders and thus insure re-orders, both of which are secured by making an early start.

Paint and Oil Markets

MONTREAL.

Montreal Feb. 19.—The week has been characterized by a strong call for ready-to-use articles such as mixed paints, stains, enamels, and varnish in small tins. This seems to anticipate a good movement shortly in the articles necessary for spring cleaning purposes. Supplies which are used by professional mechanics have not been quite so lively. The markets keep firm, and there is no change to note.

Turpentine.—Owing to interruptions to railway communications, it is reported that local stocks are very light, but with ample supplies promised in the near future, quotations keep the same. We quote 58c. for single barrels, net 30 days.

Linseed Oil.—Purchases have been strictly of a hand-to-mouth character, the dealer feeling no anxiety as regards supplies which are apparently in abundance. The market seems to lack vim and character. There is no change in quotations, which are as follows: Raw 1 to 4 barrels, 59c.; 5 to 9 barrels, 58c.; boiled, 1 to 4 barrels, 62c.; 5 to 9 barrels, 61c.

These prices are for immediate delivery, terms strictly net 30 days.

Ground White Lead.—The painting and decorating trades do not yet seem to have stepped into the spring swing, and shipments of ground white lead are scarcely up to the average. We quote. Strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

Red Lead.—The fair demand which exists at present is easily taken care of owing to some winter shipments from the Old Country which are just arriving. We quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead casks, $4; kegs, $4.50, and smaller quantities, $5.50.

Varnishes.—Shellac varnish leads in popularity, but it is always a favorite in cold and damp weather owing to its quick drying nature. The makers of varnish report a satisfactory volume at steady figures.

Paris Green.—Some large orders which were booked early in the spring season are being got out of the way, but at present there is a pause in orders for medium sized lots.

White Zinc.—The severe weather seems to have checked the inquiry for white zinc, and the little flurry which was experienced last week seems to have disappeared. Quotations are as follows: Dry V.M. Red Seal, 7½c.; Red Seal, 7c.; French V.M., 6c.; Lehigh 5c.; white zinc, ground in oil, pure, 8½c.; No. 1, 7c.; No. 2, 5¾c.

Putty.—Putty is extremely quiet and likely to remain so until the advent of warm weather. We quote Standard putty, 880-lbs. casks, $1.65; in 100-lbs., drums, $1.90; bladder putty, 100 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

February 19.—Very little change has come over the market during the week. Trading is yet steadily quiet, and quotations remain at the old figures. Linseed oil is the most interesting line, and it looks as if a further advance is near at hand. Flaxseed has advanced in Winnipeg and other Western Canadian points, due to the shortage in the United States and the importation of native seed by Chicago and Minneapolis interests. This has caused oil to go up in Montreal, and houses there have notified Toronto jobbers that this is a good time to buy, for, say they, higher prices may come any time now. English oil, too, is very firm. Eastern United States crushers are unable to get seed supplies and may have to import from Argentina.

TURPENTINE—Since the Cleveland concern which had been offering a grade of turps at a lower figure than the regular line reaching Toronto has left the local market prices very firm. It is generally thought that prices will go higher before long. In fact, on all sides an advance was anticipated ere this, because

"Give the practical painter a paint that is 70% pure White Lead, 30% pure Zinc White, guaranteed formula label on the can, and you give him what he has been asking for—for years."

Practical Painters Support "English" Liquid Paint

The practical painter has been rather "doubtful" about most prepared paints. He has had two or three pertinent questions to ask such as — "What's the stuff made out of anyway?" "How much lead is there in it?" "I know what good paint should be, and I want to know what I am using."

There is a guarantee formula on "English" Liquid Paint showing that the white base on which the paint is made is 70% Pure White Lead, 30% Pure Zinc White.

Another reason the painters especially like "English" Liquid Paint is because the 70% of lead used is **Brandram's B.B. Genuine White Lead,** which all master painters know is the highest grade made.

Dealers handling "English" Liquid Paint have the support of good painters.

Mail us a postal card for prices and selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal **Halifax**
St. John **Winnipeg**

MURESCO

is always used with

Boiling Water

Some of the best decorators in Canada use it exclusively.

Benjamin Moore & Company
LIMITED
West Toronto, Canada
New York Chicago Cleveland

HOT WATER KALSOMINE

SHOWING JUST WHY IT IS THE BEST

The prime requisite for first-class results is the use of first-class materials.

There is a wider difference in the "57 varieties" of kalsomines than almost any other material which the hardwareman has to sell to the painting and decorating trade.

It is a recognized fact that those desiring the best results with kalsomine either use a hot water product or make their own. The latter course, however, is apt to bring dissatisfaction, owing to the varying qualities of the raw materials used and the lack of uniformity in results.

There are many convincing reasons for the superiority of a hot water product. In the use of boiling water a more even temperature is secured, varying only between the degrees of 200 and 212. The act of boiling converts all waters, whether alkaline or hard, to soft. (You secure one temperature and one solution). Boiling water is the natural solvent for all gelatinous matter, and enables kalsomine to be worked quicker and bring more uniform results than any cold water kalsomine could possibly produce. Boiling water is also the best agency for purification. It is a natural distiller, banishing all foreign substances. The more perfect the solvent, the smoother the finish.

In mixing with cold water, the temperature runs anywhere between 30 and 70 degrees. The solution may be cold, tepid, lukewarm, or warm, and the water may be of three varieties—Alkaline, Hard, or Soft. This latitude of temperature and varying water quality kills uniformity and increases unreliability. If the component parts are not perfectly dissolved and intermixed, you cannot expect to get smooth finished surfaces.

The perfect dissolving of the ingredients, obtained by the use of boiling water, affords a greater covering capacity as the smooth, creamy quality permits of great ease in spreading, which not only saves a great deal of the painter's time in applying, but is easy on the brushes.

Are You Awake?

Don't let competition catch you asleep at the switch on the paint proposition, Mr. Dealer. Don't be satisfied with what trade straggles into your store. Be a live one and make a robust bid for the bulk of the business in your town. Why not? There's a way to get it. Get a paint you can enthuse over, and then make a noise that will wake up every paint consumer in your community. Show them the money-saving advantage of using a better paint. We'll help you convince them that

Martin-Senour 100 Percent Pure Paint

is the paint they ought to use. It is noticeably so much better than other paints that customers once using it become audible advertisements for the dealer who supplied them. They talk out loud for **Martin-Senour Paint.** The neighbors hear the story and see the evidence with their own eyes—that starts them too to the dealer's store, and the good work and the good news spreads.

If you want to be the liveliest paint man in your town our plan for turning the paint trade your way will interest you. Write for it today.

The MARTIN-SENOUR CO., LTD.

Pioneers of Pure Paint

MONTREAL **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

it is usual at this season of the year to gauge supplies in hand. Supplies keep ahead of demand, however, and the South has not yet sent any authentic figures as to the amount of stock on hand. Prices are at last week's figures: Single barrels are 62c; 2 to 4 barrels, 61c, and 5 gallon lots, 67c.

PARIS GREEN—Steadily active is this line at unchanged prices. A larger quantity of Paris Green is expected to go out this year than last. Barrels are still at 20½c, and 25-lb. drums 21¾c.

LINSEED OIL—A decidedly firmer tone is noted in this line. Early in the week an outside house was looking for business at what appeared to be a low quotation, but now advices show that there is rather a tightening up. Raw is yet 59c and boiled 62c for single barrels, with five-barrel lots 1c less.

GLASS AND PUTTY—Very quiet. Nearly all the jobbers are guessing at what is to be the outcome of this season's glass business. Buyers are looking for lower prices and manufacturers say they cannot stay in business and sell at a lower price than prevailed last year. Jobbers think the makers are right. At present stocks are low. Putty is just moving.

WHITE LEAD—No. 1 is at $5.40 to $5.65; pure white, from $5.80 to $6, and a superior line is at $6.25. In red lead the movement is chiefly of a jobbing order. Genuine is quoted at $4.50 for casks and $4.75 to $4.80 in 100 lbs., which are the quotations of last week.

STAINS AND VARNISHES—Prices unchanged and orders light. No immediate change is anticipated, though before summer a tightening up is expected.

PETROLEUM—Prices are unchanged and business fairly good. Prime white is 13½c; water white, 15½c, and Pratt's astral, 17½c.

PUSH PREPARED PAINTS.

In considering your paint purchases for the coming spring season, let the fact sink in deep—that if the railroads and other large consumers of paints invariably purchase prepared paints, so it is to the advantage of the house paint consumers to act likewise, viz.: purchase prepared paint for their use.

The honest manufacturer, by his knowledge and through his laboratory tests, is in position to obtain the highest commercial grades of all raw materials, combining same into perfect mixtures through the use of brains in his factory and the proper machinery. This insures to the consumer:

First—The manufacturer's name on the label, which means his assurance that the materials used are of the best and that they are properly combined.

Second—A product practically ready for use.

Third—A variety of shades.

Fourth—Uniformity of shades.

Fifth—Permanency of shades.

Sixth—A finished product which will produce the best results.

As a consequence, let one of your resolutions be that your full energies will be devoted to the thorough exploitation of prepared paints so that 1909's balance sheet will indicate a much better percentage of profit on the volume of sales.

One other point you should not overlook is, that when you join hands with the reputable manufacturer of prepared paints you will enjoy the fullest protection, thereby building up a lasting business for yourself.—Hardware.

TELL CLERKS ABOUT PAINTS.

Following is a copy of a letter written by the head of a retail business employing an extensive staff:

"A short time since we had an evening meeting which was of considerable benefit. These meetings will be continued at regular intervals. The next one will be———— It is expected that each one of you will attend these meetings as a part of your work.

Margin is Small.

"Conditions in the paint business are far from satisfactory. With the trade considerably divided, we handle goods on a smaller average margin of profit than any other line, unless, possibly, groceries. The volume of sales is a comparatively small one when it is remembered that, aside from contractors and painters, each individual and family uses only a very limited amount per year or per five years. It is necessary for us to secure as large an amount of business as possible, to plan new ways for giving customers the most satisfactory service at a reasonable expense to ourselves, and to get all of the business we can. Anything you have to offer in the way of better service to customers, more economical methods of doing business, is worth while to this store organization and so to yourself.

Study the Business.

"During the past few weeks we have secured and given you some books about paint which are of value.

"We have gone to considerable trouble to secure paint booklets and pamphlets which are of value to paint men and to paint salesmen. You will not be doing your duty by yourselves or by the selling organization if you do not carefully read, and, so far as possible, learn and understand the subjects treated of in these booklets. A good many people content themselves with what they are going to do to-morrow, next week, next month, or next year. Such people average from failures to ordinarily successful men. The man who goes out and does things to-day and this month, is the man who gets results. We want to do things and do them now.

The Question Box.

"Each one of you is requested to leave one or more written questions at my desk each week by or before Friday evening; these questions to touch anything you would like further information about from the making or buying of paint to the selling or use of it, or to troubles which come up in the paint business. These will be arranged and classified and turned over to the organization by Saturday evening, if possible, so that they may be studied out during the coming week and the answer ready at the first meeting. The time is short in which we can do a heavy business this fall. Let every man bring in all the business he can; think, talk, eat and sleep paint, and see if we cannot make a wonderful record and be ready to spread out a little further another year."

A.F.E.

Amberite Floor Enamel. If the floor is rough give it a coat of the Priming Paint made by the Canada Paint Company and one coat of **Amberite Floor Enamel.**

Amberite Floor Enamel. If the floor has been stained and looks "streaky," sandpaper, and give it a coat of **Amberite Floor Enamel.**

Amberite Floor Enamel. If the floor has been painted and a nice glossy finish is desired, give it a coat of **Amberite Floor Enamel.**

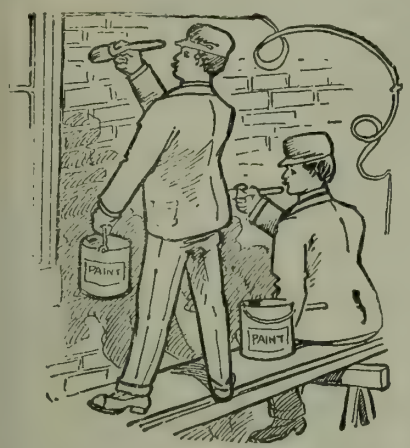
Amberite Floor Enamel. If the floor has been carpeted, discard the carpet and give the floor a coat of the Canada Paint Company's Priming Paint and a coat of **Amberite Floor Enamel.**

Amberite Floor Enamel. If the floor has never been painted or stained, use the Canada Paint Company's Crack and Seam Filler and give one coat of the Canada Paint Company's Priming Paint and finish with **Amberite Floor Enamel.**

Amberite Floor Enamel. If you favor the use of rugs, try a deep border of **Amberite Floor Enamel.**

THE C. P. CO.

DEMONSTRATE YOUR WARES



It isn't necessary for you to get out on a platform and paint a wall, but it is necessary for you to have a paint that will stand that test.

Have you got it?

Couldn't you increase your trade if you had the right paint to paint right?

Couldn't you get more business if you had a genuine pure paint at a genuine low price?

Here it is

Let us demonstrate what Ramsay's Paints can do for you in the way of a business getter and a profit maker.

You can have them if you act quickly.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 The Paint Makers

A Reputation Builder

New Era Paint

There is never any question about moving a stock of New Era Paint —its quality is so good and its price so moderate that it keeps you humping having enough stock to meet the demand. Try the effect of New Era Paint for your spring trade.

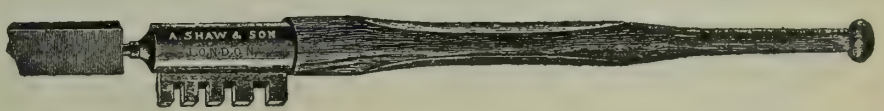
Color Cards and Prices on Request.

Standard Paint and Varnish Works Co.
Limited

Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.

Manufacturers RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*

WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

SOMETHING NEW IN VARNISH

"DREADNAUGHT FINISH"

For interior or exterior use.

A varnish especially adapted for general use on such as:—Front Doors, Ceilings, Walls, Furniture, Carriages, Boats, etc., etc.

Put up in tins of assorted sizes and packed in cases of ten gallons.

This **general purpose** varnish is a most convenient line for the dealer.

Saves time in filling customers orders.

Does away with the necessity of carrying a number of different varnishes.

P. D. DODS & CO., Limited

MONTREAL

All the Effect ═══ Half the Labor

There is only one article on the market that can produce a perfect rubbed finish effect on wood without the rubbing; and that is:

FLATTINE
WOOD FINISH

The painters' trade is yours if you handle this finish. It is used as a final coat over gloss finished work and gives positively the appearance of a rubbed finish without any rubbing at all. It dries hard over night: and is very durable, resisting the action of water and dampness better than any varnish.

Sold in Sealed Cans Only.

INTERNATIONAL VARNISH CO., Limited

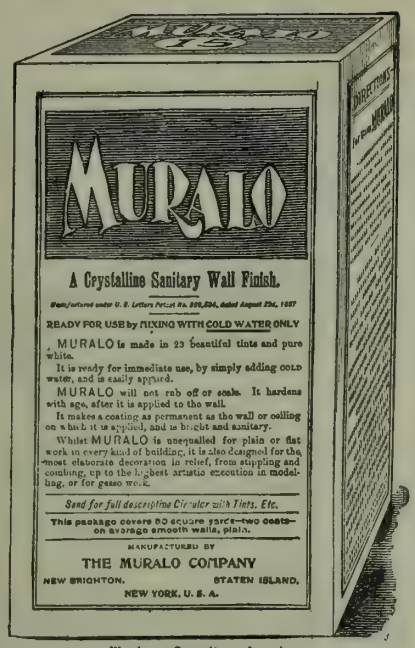
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finishes.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

MURALO



Western Canadian Agents
ASHDOWN HARDWARE COMPANY
Winnipeg, Manitoba

SANITARY WALL COATING

Muralo is the pioneer of Sanitary wall coatings —and for 15 years has enjoyed the largest sale, chiefly because it will, under any circumstances, give superior results. Muralo is made in 28 beautiful tints and has remarkable covering power, spreading qualities and artistic finish.

SHOULD BE HANDLED BY ALL HARDWARE AND SUPPLY STORES

SOLE MANUFACTURERS

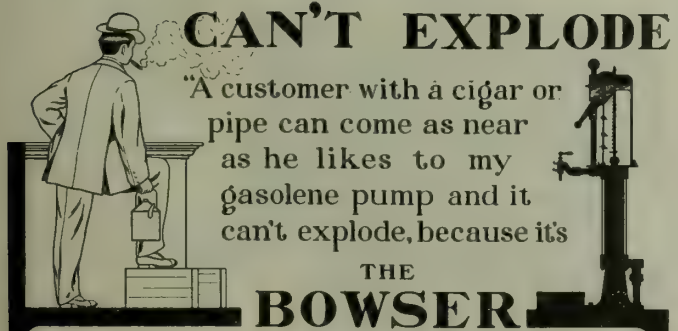
THE MURALO CO.

NEW YORK

The Largest Manufacturers of Water Paints in the World.

Canadian Agents:
A. RAMSAY & SON CO.
MONTREAL

CAN'T EXPLODE



"A customer with a cigar or pipe can come as near as he likes to my gasolene pump and it can't explode, because it's

THE **BOWSER**

This absolute safety which the Bowser gives you is alone worth its price.

But cost doesn't figure, for the Bowser pays for itself by stopping all leakage, evaporation and waste.

Put in a Bowser and sell gasolene. It means money in your pocket.

Bulletin **5456** tells you why. A postal will bring it, free. Write now.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

Alabastine

☞ Has superseded all others, but it is superior to all other

Wall Coatings

☞ And after years of experience, with rare exceptions, it is now the leading and only line with

Hardware and Paint Dealers
From the Atlantic to the Pacific

☞ Ready for use with cold water. Simple and easy of application. Anyone can brush it on. No one can rub it off. Write for samples and color cards.

Alabastine Co., Ltd., Paris, Canada

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

Atkins Silver Steel

Segment Ground

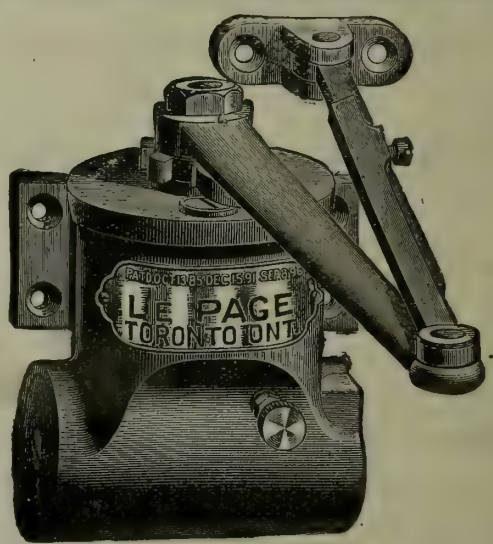
Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis



JUST DEMONSTRATE

the practical utility and convenience of Le Page's Door Check to everyone in your locality you think **ought to have one.** You will find you can sell more this way than you ever thought possible. The big sales go to the hustler. Get in line by writing for our price list to-day.

Le Page Door Check Mfg. Co.

237 Lansdowne Ave., TORONTO

Phone Park 1086 **WM. KEATING, Manager**

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Improvement in Quality
Improvement in Finish
Improvement in Value
Improvement in Range
Improvement in Methods of Production

Constant Improvement has been the story of Keystone Brand Brushes and Brooms during the past twelve years. That is why the best dealers from coast to coast are handling our goods.

STEVENS-HEPNER CO.
Limited
Port Elgin, Ontario

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

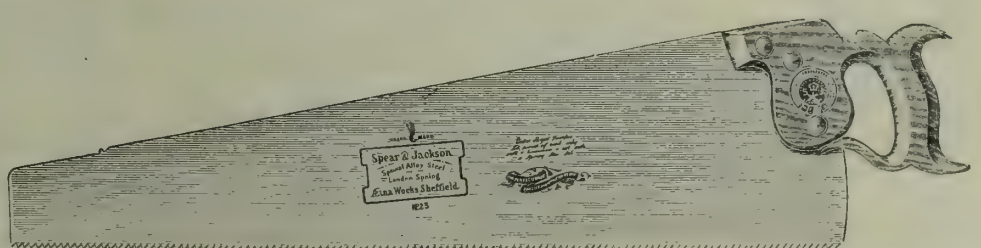
Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited
MONTREAL TORONTO WINNIPEG

LOOK OUT!

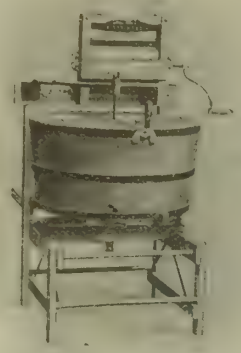


¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

¶ There's "just a little something" in it which makes the difference your customers will notice.

SPEAR & JACKSON, LTD., SHEFFIELD.



SATISFIED CUSTOMERS

Are the results from sales of the Connor Ball Bearing Washers. This machine swings on ball bearings assisted by two coiled steel springs.

The tub is detachable. The wringer stand is very solid. It is the only machine of the kind with a basket rack.

Our Booklet Tells All About It.

Manufactured by

J. H. CONNOR & SON, Ltd.

OTTAWA

Merrick-Anderson & Co., Winnipeg, Agents for the West; E. S. Horsman & Son, Vancouver, Agents for B.C.

FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED

LONDON, ONTARIO

HERCULES

Sash Cord

Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

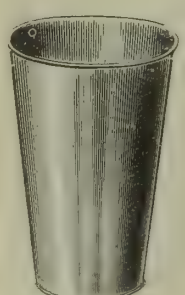
For Sale by all Wholesale Dealers.

SAP BUCKETS

Sap Spiles

Syrup Cans

6 and 8 gallon Flaring Pattern



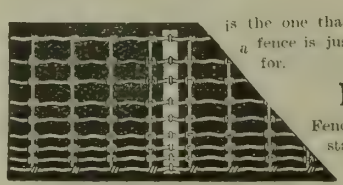
No. 12. Straight Pattern

Manufactured by

E. T. Wright & Co.

Hamilton, Can.

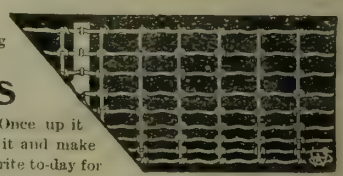
THE FENCE THAT SAVES EXPENSE



is the one that interests you because such a fence is just what the farmer is looking for.

PEERLESS

Fencing seldom needs repairs. Once up it stays. Ask us for proof. Sell it and make both money and friends. Write to-day for terms, etc.



The Banwell Hoxie Wire Fence Co., Ltd., Dept. J, Hamilton, Ont. Winnipeg, Man.

The FOUNTAIN Sprinkler

NOT merely a round box with holes punched in it to let the water out —BUT a perfect Lawn Sprinkler.

NOT merely a group of straight round streams working with mathematical precision—BUT a natural shower of spray.

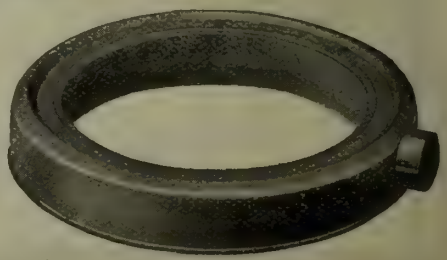
The Sprinkler with the "MIST LIKE SPRAY."

No other Lawn Sprinkler can produce the beautiful—The perfect results like the "FOUNTAIN."

The name "FOUNTAIN" is plainly marked in raised letters on the bottom of every Genuine, Original FOUNTAIN Sprinkler.

When you think of Lawn Sprinklers — Think FOUNTAIN
When you buy Lawn Sprinklers — Buy FOUNTAIN
And insist on getting the FOUNTAIN
Stick to the Sprinkler you KNOW is right.

Do you want a sample for comparative test. Post paid to any dealer at the wholesale price.



THE STANDARD STAMPING CO.

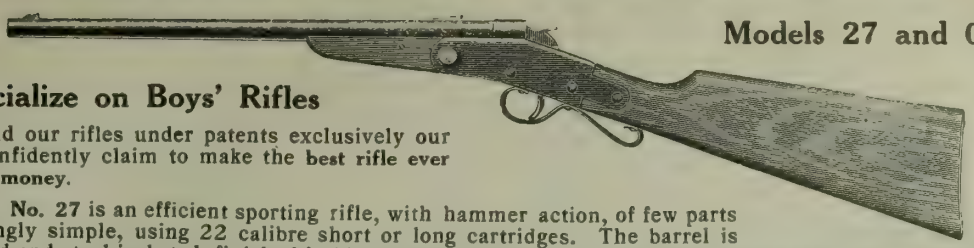
Marysville, Ohio, U.S.A.

Persons writing advertisers will kindly mention having seen their ad. in this paper.

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

THE SOO LINE

is a new line of the most improved, lightest strongest and best

Lumbering Tools

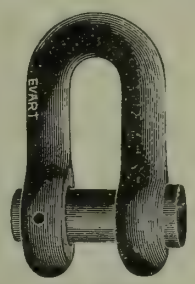
(Made in Canada)

Write for Catalogue and Discounts.

Manufactured by

Canadian Logging Tool Co., Ltd.

Sault Ste. Marie, - Ontario



Boom Shackle. Made of 7-8in. steel

Eye Dog. made of ½ inch steel.

THE SOO PEAVEY

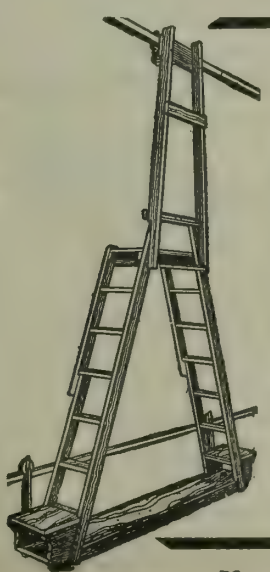
SOO PIKE POLES

with handles made of select second-growth white ash. Ferrules made in three pieces of polished seamless steel. Pikes made of high-grade tool steel. Shanks threaded and screwed in tight. Lengths 10, 12, 13, 14, 16, 18 feet.

Do You Want Anything ?

Try a Condensed Ad. in Hardware and Metal; it will get you what you want. Two cents a word first insertion, one cent a word each subsequent insertion.

When writing advertisers kindly mention having seen the advertisement in this paper.



MARTINS'
Low - Down - High

Store Ladders for busy merchants.
Store Ladders for conveying merchandise to the shelving.
Store Ladders for placing goods on the shelves.
Store Ladders for taking goods from the shelves.
Store Ladders for filling orders quickly.
Store Ladders for taking stock inventory.

Prices may be obtained from my Patent Attorney

EGERTON R. CASE, Temple Bldg., Toronto

Talks To Business Men

NO. 1—GETTING YOUR NAME UP.

Advertisers have a favorite way of thinking that the advertisement that doesn't bring in immediately and directly more than it cost is a failure. Yet they know perfectly well, says the New York Journal of Commerce, that "getting your name up" is a far more valuable asset than the mere sale of a bill of goods; that the big houses of the country have reputations quite as much because they advertise like big houses as because their ads. bring direct sales of goods. There is no more certain way to remain small than by letting the world know that you regard yourself as small—too small and poor to be able to advertise.

It is not the purpose of this article to in any way dispute the fact that advertising to the consumer is profitable. There is too much evidence at hand to prove the contrary. But the manufacturer who "compels" the trade to handle his goods, just because they have been advertised to the consumer —and too frequently neglects to make them profitable—is really bulldozing the trade rather than cooperating. One of the great fruits of organization has been a recognition by manufacturers that the policy which selects the jobber as a channel for distribution is the best one. He has learned to respect the trade. In precisely the same way, it is about time that he carried that recognition to the trade press and realized its power with the trade. The successful advertising campaign of the future will work with both the consumer and the trade, preaching arguments best adapted for each in that medium which reaches it and influences it.

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you too.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. Makers, PONTARDAWE, Wales

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

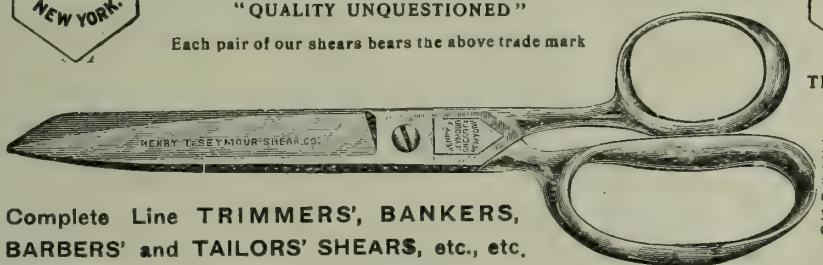
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

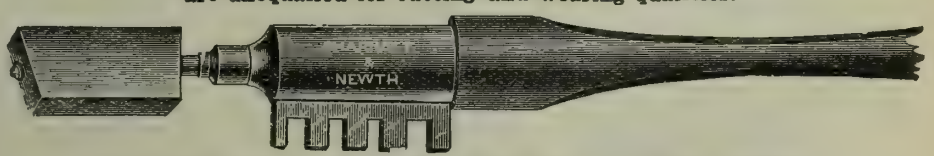
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

There's Money in the Roof

Not much in one roof, perhaps, but just think of the number of roofs in your locality! Maybe lots of them will soon have to be repaired. Why not get in touch with our immense stock of roofing material! Our prices are right and our deliveries are always prompt. Ask us about "Genasco" Ready Roofing.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

February 20, 1909

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb...	0 09½
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 60
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial.genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0-23
Rods, base ½ to 1 inch, round	0 22
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 26
" seamless base	0 26

Copper tubing, 4 cents extra.

COPPER. Per 100 lb.

Casting ingot..........	15 00	15 25
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz..........		21 00
Plain, 16 oz,, 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base........		30 00
Braziers' (in sheets). 4x8 base...		0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 50
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60
Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60..........	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ..	3 70	3 50	3 65	...
22-24 ..	3 95	3 75	3 75	3 95
26........	4 20	4 00	4 15	4 20
28........	4 45	4 25	4 35	4 45

Less than case lots 25c. extra

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 50

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2 ..	....	18 75
Middlesboro, No. 3 pig iron..	19 50	21 00
Summerlee, No. 2 " ..	20 50	21 50
Carron No. 1	22 50	....
Carron ,special......	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 51
Clarence, No. 3	18 00	20 00
Radnor. charcoal iron........	32 00	32 50
Ferro Nickel pig iron (Soo) ...	.. .	25 00
Angles..................	2 60	2 50
Common bar, per 100 lb......	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 25
Mild steel..........	1 90	....
Sleigh shoe steel............	1 90	2 05
Iron finish machinery steel (domestic)	2 00	2 05
Iron finish steel (foreign).. .	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 05
Sheet cast steel.....	0 15	0 15
Toe calk steel..............	2 40	2 75
Mining cast steel....	0 07½	0 08
High speed	0 60	0 60
Capital tool steel............	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel..............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $31 50 31 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C,14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..........	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. } 6 75
" 14x60, "
" 14x65, "

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 80	3 80
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 50	5 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 12¾
Light copper bottoms	0 10	0 11
Heavy red brass....	0 10	0 11¼
" yellow brass	0 08½	0 09
Light brass...............	0 05¾	0 06¾
Tea lead.......	0 02½	0 02½
Heavy lead...............	0 02½	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap,No.1	13 50	14 00
Stove plate...............	11 00	12 00
Malleable and steel	9 00	8 00
Old rubbers....	0 07½	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 70 p.c.
Standard Compression work, 65 and 5 p.c.
High grade compression work, 60 p c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " " ...... "	1 65
No 7 Fuller " " .... "	2 00
No. 4½, " .... "	2 00
Patent Compression Cushion, basin cock, hot and cold, each..........	$1.25
Patent Compression Cushion, bath cock, No. 2208, each..............	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon.Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4¾c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch........	2 03	⅛ inch........	2 86
¼ "	2 25	¼ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 56	¾ "	4 71
1 "	5 11	1 "	6 76
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 9
4 "	33 48	4 "	44 28

Malleable Fittings — Canadian discount 40 per cent.; American discount 25 per cent.
Cast Iron Fittings 70; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb......	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping......................	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked..............	0 05½
Green copperas (green vitrol).........	0 01
Sugar of lead............	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons..........	0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels....................	0 20½
25-lb. drums.........	0 21½

PIGMENTS.

Orange mineral, casks........	09
" " 100-lb. kegs	0 09½

Retails at $2.00

Always Reliable

Sheffield Manufacture

"PYRAMID" RAZOR

From all the Leading Jobbers in the Dominion

PREPARED PAINTS.

Barn (in bbls.) 1 gal. tins	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Pure.	Ordinary.
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 58 0 62
Linseed Oil, " raw	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P., lead		5 60 5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 50

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
Union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flatine floor finish	3 00
Elastica exterior finish	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Canadian door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Cans and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, per barrel	1 70	1 75
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
Iron Clad" paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton		4 25

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Canadian, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in.	"	0 95 1 65
English	"	2 00 4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.,	"	6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in.	per 100 lb.	4 75
over 12 in.	"	3 75
Crate hinges and back flaps, 65 and 5 p. c.		
Chest hinges and hinge hasps, 65 p.c.		

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.74; No. 120, $16 10.
Screen door sets No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness, crescent, 10 inch, doz		2 25
" No 141, 10x12, doz		1 00
Hat & coat, crescent, plated, dz.		0 75
Chandelier	per doz.	0 50 1 00
Wrought hooks and staples—		
¼ x 5	per gross	2 65
5-16 x 5	"	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Crescent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	2 00

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Canadian, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's), 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional	per 100 lb.	2 20 2 40
Solid	"	1 50 1 75

SASH CORD.

Per lb	0 25	0 26

SHELF BRACKETS

No. 140, 65 and 10 p.c.

STAPLES

Blind and bed, per lb	0 07½ 0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	2 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German	per doz.	7 00 9 00
American	"	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11½
S. & D., " 6	"	0 18
Boynton pattern	"	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork. hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.

Magnetic tack	per doz.	1 10 1 20
Canadian sledge	per lb.	0 07 0 08½
Canadian ball pean, per lb.		0 22 0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking, each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

Amatite ROOFING

Needs No Painting

If you had a sample of Amatite in your hand you would see in an instant why it needs no painting or coating to keep it waterproof.

It has a rough surface of *real mineral matter* on the weather side.

It is evident to anyone that it is no more necessary to paint such a surface than it is necessary to paint a stone wall. Stone needs no paint; neither does Amatite. It is strong enough in itself to bear the brunt of rain and wind and sun without a protective coat of paint.

To paint Amatite would be a waste of time and trouble.

Amatite will last for many years without any care whatever. It is made to be *trouble proof* as well as *weather proof*.

A roofing that consists of smooth materials, made to receive a heavy coating of paint, is not a roofing at all—the paint is the real roof. If you are told that certain roofings don't need painting when first laid, don't be deceived into thinking that they are like Amatite. The first coat of paint has been applied at the factory—that's all, and it will wear off in a little while and require renewal.

No paint is good enough to make a durable roof; a thick layer of pitch faced with a real mineral surface, is far better—and that means Amatite. **Free Sample and Booklet**—A Free Sample with Booklet will be sent on request to our nearest office.

Paterson Manufacturing Company, Limited Toronto Montreal Winnipeg St. John, N.B. Halifax, N.S.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz.	1 00	1 85
Conductor's.......... "	3 00	15 00
Tinners', solid..........per set	....	0 72
" hollow......per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.......... 1 15
Ivory, No. 1282, 2 foot, each.... ...... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent

Disston's Crosscut ....per foot	0 35	0 55
Hack, complete..........each	0 75	2 75
" frame only........each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14, 75 and 2½, doz..........	$23 00
Iron, No. 492, "	1 85
" " 493 "	2 45
" " 494 "	3 25

TAPE LINES.

English, ass skin, No. 1921, 66 ft., doz.	2 85
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft, each....	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's, linen, No 1822, 66 ft. ea.	1 10
" steel, No. 1820, "	1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63¾ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail...............		4 25
Crown.......................		4 85
Crescent........		6 50
Sovereign..........		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25
" " 1¼ x 3-16 in (100 ft) ....

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	9 00
" " ½ " .... "	10 00
" " ⅝ " .... "	12 00
Leather, 1-inch ......per doz.	4 00
Leather, 1¼ " ...... "	5 20
Web................ "	2 45

HOES.

Garden, 50 and 10 per cent.
Planter............. per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews'............. 4 50 11 00

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..............	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's....................		0 13¼
Berg's, per lb......		0 12¾
Brook's.....................		0 12¾
Pipe Vise, Hinge, No. 1......		3 50
" " " No. 2......		5 50
Saw Vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts....................	60
Bolt Ends......................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4¼c. per lb. off
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4¼c. per lb.

NAILS.	Cut.	Wire.
2d..........................	3 80	3 25
3d..........................	2 85	2 95
4 and 5d....................	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d..................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Wads.	per lb.
Best thick brown or grey felt wads, in ¼-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges...................	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge............	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.; spring, 40c. upwards.
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's...............	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

CLAUSS BRAND EBONY HANDLED RAZORS

FULLY WARRANTED

Manufactured from finest Clauss hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang and shoulder.

High blue-polished blades.

CLAUSS SHEAR CO.

169 Spadina Ave.

TORONTO, - ONTARIO

WRITE FOR TRADE DISCOUNT

SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELLED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $2.50; 3 in., $3.35; 4 in., $4.45; 5 in., $6.00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary per 100 ft. 3 00
Furnace fittings, 50 p.c.

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk cans, 40 p.c.
Creamery Cans, 45 per cent
Creamery can trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism lobes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

GALVANIZED WARE

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 p.c

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS

Lithographed, 60 and 10

STOVES

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32
7-inch "	1 47

Polished, 15c per dozen extra.
Thimbles, 70 p c.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.75; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. 2 50 Galvanized 2 75

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal.—100 lb., Nos. 4 and 5, $3.95; 6, 7, 8, $3 40; 9 $2 90; 10, $3.45; 11, $3 50; 12, $3.05; 13, $3.15; 14, $4.00. F.O.B Pittsburg Nos. 4 and 5, $2.35; 6, 7 and 8, $2 25; 9, $2.25; 10, $2.30; 11, $2.35; 12, $2.40; 13 $2.50; 14, $2 00; less than cars, 10 cents higher. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 85
Galvanized, plain twist	3 20
Galvanized barb, f.o.b. Cleveland, $2.65 for small lots and $2.55 for carlots.	

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs, "		14 00
1 " "		12 00
2 " "		10 00
3 " "		8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star mops	1 20
Crescent mops H	1 50
Folding ironing boards	16 25 18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	8 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	53 00
Eclipse and Snowflake	54 00
Dowswell	99 00
New Century and Bluebelle	75 00
Daisy	54 00
Keepheuson	74 00
Spotless	69 00
Puritan Motor	156 00

WOODEN PAILS.

Cane's wire hoop 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00 7 00
Best quality	10 00 12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	2 25
Small heel	4 50

CARPET STRETCHERS.

American per doz.	1 00 1 50
Bullard's "	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse per doz.	0 55 1 00
Axle "	0 22 0 33
Screw "	0 22 1 00
Awning "	0 35

PUMPS.

Canadian cistern	1 40
Canadian pitcher spout	1 80 3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09½
Pure Manilla	0 11½
"British" Manilla	0 10
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ¼ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 13	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
" 200 lb. and over		20 00

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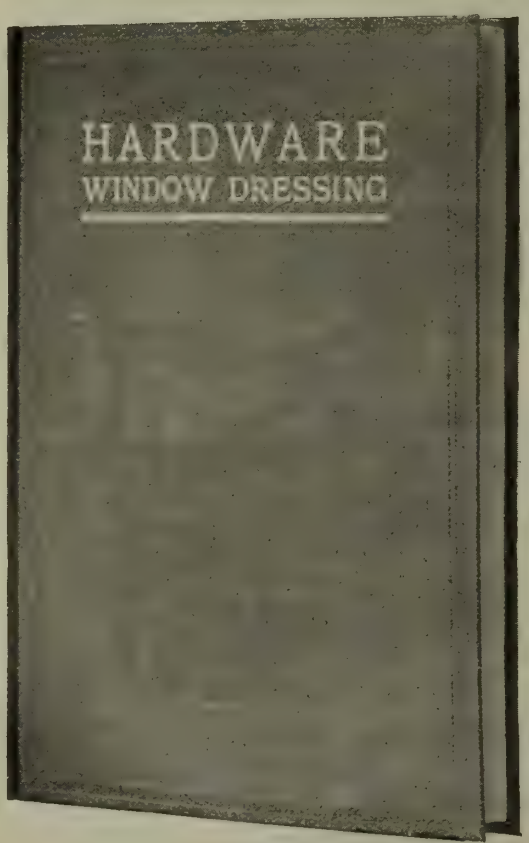

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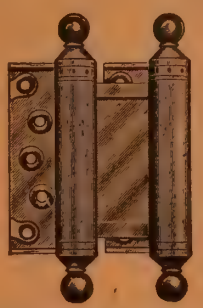

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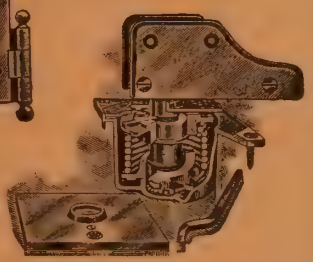

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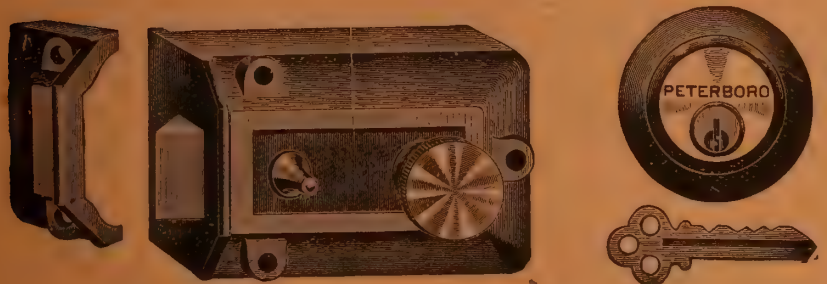

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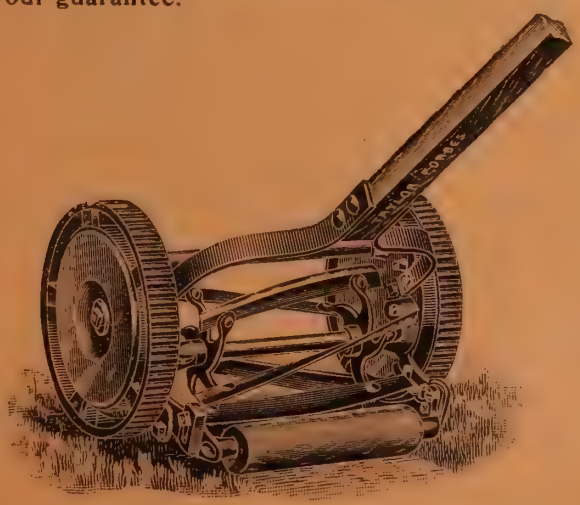

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"Boot Calks," "Boom Chains," "Pike Poles,"

"Proof" Coil Chain, all sizes ⅛" to 1¼"
"Jones & Lloyd Special BBB" Decking Chain
"Trident" Steel Loading Chain

RICE LEWIS & SON, Ltd.

King and Victoria Sts. **Toronto, Ont.**

The White Mop Wringer

Is taking the place of the old way of hand-wringing and scrubbing.

Do **you** have the **"White"** in stock?

Do your **customers know** that you have it?

Keep it well displayed with a **"White" Easel.**

Order direct, or of your jobber

THE WHITE MOP WRINGER CO.

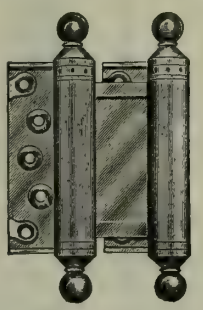
Fultonville, N.Y.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

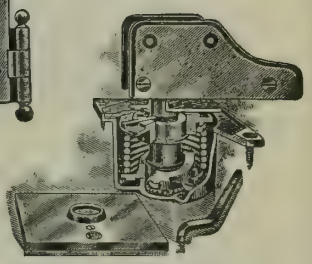
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

ICE CREAM FREEZERS THAT SELL

THEY ARE
Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN
Easy Running
Quick Freezing
Economy
Convenience
Practical Results

"LIGHTNING"

"GEM"

"BLIZZARD"

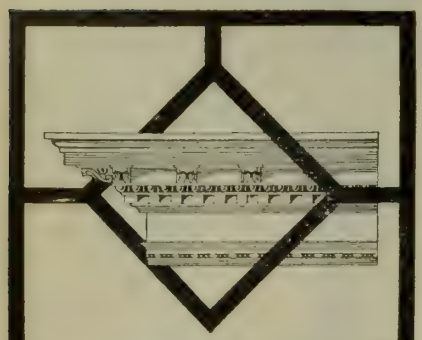
THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers.

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.

We Have Protected the Trade for 24 Years



For either new or old Buildings

OUR

Metallic Cornices

can't be equalled for practical service and artistic beauty.

They are light in weight, easily handled and economical in cost—giving fire-proof protection as well as a handsome effect.

Almost countless stock designs—or any particular size, shape or pattern to order. Write for full details.

METALLIC ROOFING CO., LIMITED

Wholesale Mfrs.

TORONTO, CANADA.

FIRE, LIGHTNING, RUST AND STORM PROOF

SIMCOE, ONT., April 9th, 1908.

"We have handled your 'Eastlake' Shingles for nearly a quarter of a century. They have been on the Court House, Free Library, and other public buildings of this town for 18 years. We have used very large quantities during the past 25 years, and they have always given first-class satisfaction, and have never required any repairs."

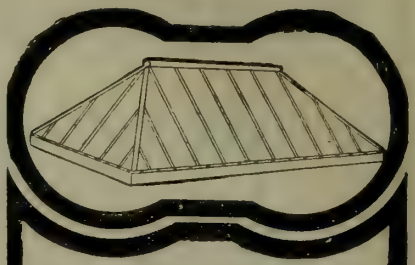
(Signed) MADDEN BROS.,
Tinsmiths and Hardware Merchants.

Write for Booklet.

The Metallic Roofing Co., Limited, Manufacturers

TORONTO & WINNIPEG

49



Metallic Skylights

The acme of skylight perfection!

We make them from hollow bars of Copper or Galvanized Steel—in style and sizes to suit all kinds of roofs.

They are very strong, and unaffected by cold or heat, as there is neither contraction nor expansion—and, if glazed with our fire-proof wired glass, they are absolutely fire-proof.

METALLIC ROOFING CO. Limited

Wholesale Manufacturers,

TORONTO and WINNIPEG

METALS

Antimony, Copper, Tin, Lead, Zinc

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

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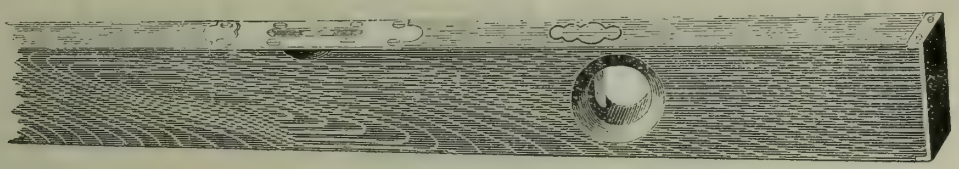
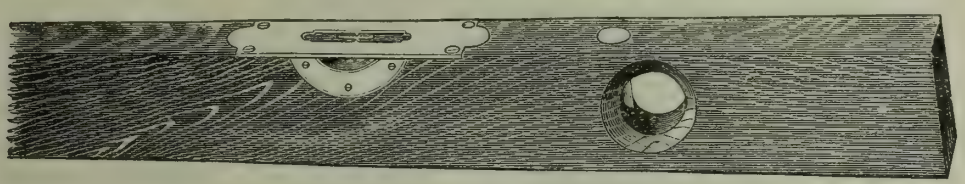
DISSTON'S

Quality Tells

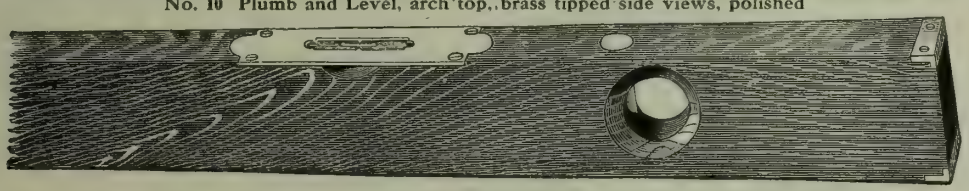
PLUMBS AND LEVELS



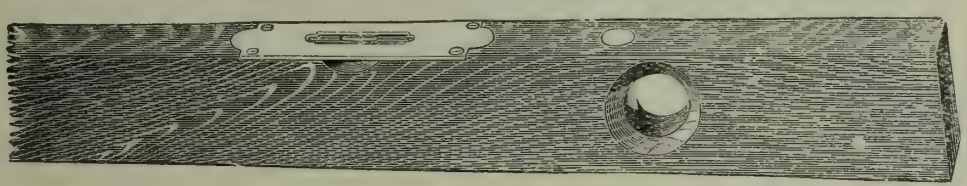
No. 16 Adjustable Plumb and Level, arch top plate, two side views, solid brass ends and polished



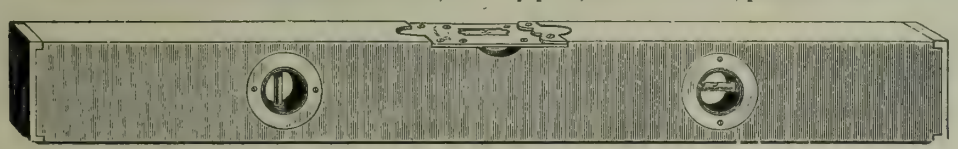
No. 10 Plumb and Level, arch top, brass tipped side views, polished



No. 11 Plumb and Level, arch top plate, side views, tipped and polished



No. 9-D Plain Plumb and Level, arch top plate, two side views, polished



No. 24 Patent Adjustable Plumb and Level, arch top plate, improved duplex side views, solid brass ends and polished

Above shows some of the **20** numbers we carry in stock.

Prompt Attention Given to Mail Orders.

LEWIS BROS., Limited

Importers and Distributors

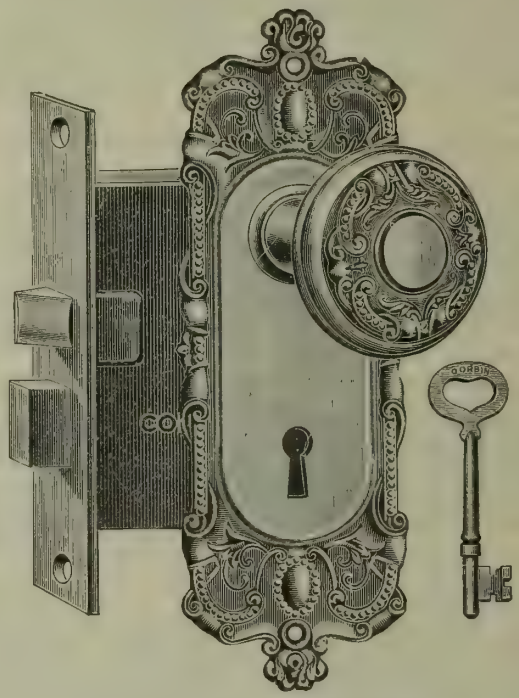
OTTAWA TORONTO **MONTREAL** CALGARY VANCOUVER

Builders' Hardware

Do you intend going out after the ***Builders' Trade*** this year? If you do, we are in a good position to help you, as we are carrying one of the largest assortments of ***Builders' Hardware*** in Canada, and can insure prompt shipment.

Let us quote you some figures

Night Latches
Dead Locks
Rim Knob Locks
Mortise Knob Locks
Inside Door Sets
Front Door Sets
Cylinder Door Sets
Unit Lock Sets
Store Door Lock Sets



Inside Door Set 717/124.

Our general catalogue fully illustrates all of these goods, also a great many more which are not mentioned here.

Don't wait until you get an order or an inquiry before getting quotations. Write at once, we are always pleased to receive inquiries. Our prices are right and will interest you.

Ask our travellers about this line.

All orders and inquiries receive our prompt and careful attention.

Send us a trial order.

FROTHINGHAM & WORKMAN, Ltd.

F.&W.

Wholesale Hardware and Iron Merchants

Montreal, ... Canada

F.&W.

Here's the Refrigerator that sells at sight, and each one sold sends along another customer. The

White Frost Refrigerator

MADE entirely of galvanized sheet steel, 1 1-4 in. air space between walls; thoroughly insulated with "Aerofelt" and "Maltha," the best, most expensive insulation known to science. Heavily enamelled outside and inside (enamel baked on.) Not a splinter of wood in its construction. It can not shrink, warp, swell nor decay. Lasts a lifetime.

ROUND in shape. There are no nasty corners, no cracks or crevices for dirt and germs to gather. Turn in the hose and wash it out in a minute. The ONE absolutely Sanitary Refrigerator

REFRIGERATION in harmony with Natural Law—maintaining a low, cool, pure, dry, equable temperature in hottest weather, preserving all foods sweet and untainted all the time—and most economical in ice. Perfect refrigeration guaranteed—and this guarantee based upon five years' successful usage in all parts of the country—Experience has proven the sanitary excellence of the "WHITE FROST." (see cut)

REVOLVING SHELVES do away with all "reaching over" to get an article — prevent spilling-accidents, and make easy use of every inch of shelf space. Shelves quickly removable and easily replaced. You can take the whole "innards" out in two minutes and put them back in less time.

ENAMELED in pure white outside and inside; trimmings of solid brass; perfect lock; ball-bearing castors; make the "WHITE FROST" the handsomest, best and most convenient and absolutely sanitary Refrigerator on the market.

WOMEN fall in love wth the "White Frost" soon's they see it. Sales are made without loss of time. Every customer is delightfully satisfied.

IF YOU want the Refrigerator trade of your city, you want to sell the "WHITE FROST." Get orders in now and guard against disappointment. Catalogue on request.

LEWIS BROS., Limited

Canadian Distributors

MONTREAL TORONTO OTTAWA WINNIPEG VANCOUVER

"WILWEAR"

— TRADE MARK —

METAL GOODS

ORDER NOW

For Spring Season. You are late, but we are running heavy on

The Niagara

Made of
Heavy Brass
8½-in. Diameter

Gives a
Refreshing
Atmosphere

Lawn Sprinkler

and will try to supply the increasing demand.

The "Niagara" produces a vapor-like spray; it will not wash away the fine seeds on lawn or garden.

Does not upset. No movable parts to get lost or out of order. Will last a life time.

Send for catalogs and booklet of Sprinklers, Bathroom Fittings, Auto Sundries, etc.

Novelty Mfg. Co. Waterbury, Conn.

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

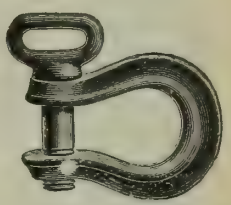
Wholesale Only

Waggon Hardware

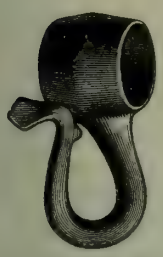
End Clevices.

Heavy Double Trees, Second Growth Ash.

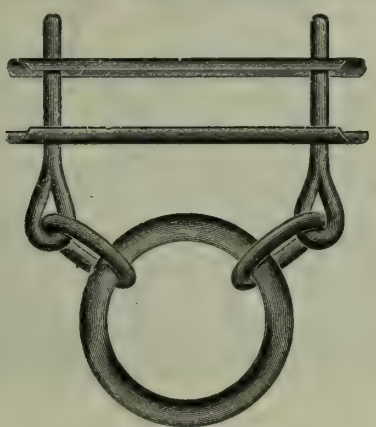
Heavy Team Neckyokes, Second Growth Ash.



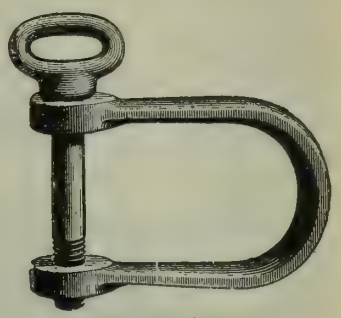
Plow Clevices.



Whiffletree Hooks.

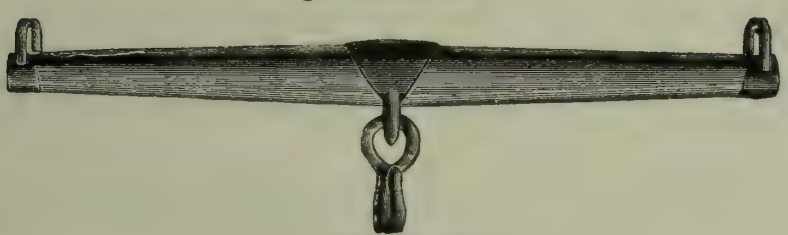


Wrought Neck Yoke Irons.



Malleable Clevices.

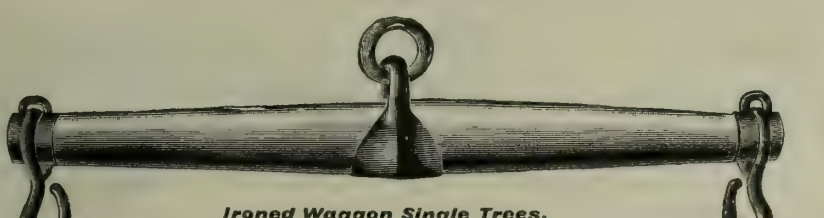
Ferrules and Rings.



Ironed Plow Whiffletrees.

Centre Clips and Rings.

Ferrules and Hooks.



Ironed Waggon Single Trees.

Ironed Waggon Neck Yokes.

Ferrules and Hooks

For Fuller Lines See Our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

We Ship Promptly

GRAHAM NAILS ARE THE BEST

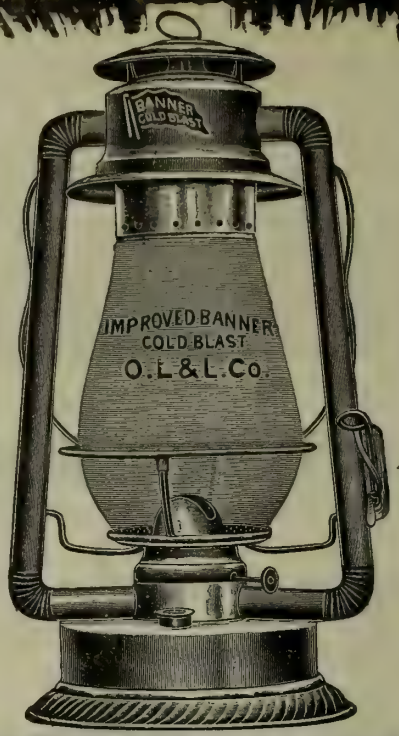
Factory: Dufferin Street, Toronto

Our Prices Are Right

BANNER TRADE MARK

BANNER COLD BLAST LANTERNS

The best made- write for our Catalogue



BANNER TRADE MARK

THESE LANTERNS ARE THE STRONGEST BEST FINISHED LANTERNS ON THE MARKET. THEY ARE WARRANTED

WIND-PROOF OUR PATENT LOCK NEVER FAILS TO HOLD THE LANTERN OPEN.

ONTARIO LANTERN & LAMP Co

Hamilton, Ontario, Canada. LIMITED

H&R Guns and Revolvers

H&R REG U.S. PAT OFF ARMS CO.

For over thirty-six years their superior shooting qualities accuracy and dependabiliy have been universally recognized.

Sold the World Over

We want you to have our *new* catalog showing complete line and giving valuable selling points

Here is our three-piece gun, which we call Model 1908. Built on the same lines as our famous Model 1900 in 12, 16, 20 and 28 gauge. This new gun is taken down in the same manner as a double gun—by pulling off the snap fore end and unhooking the barrel from the frame.

Notice the Target Grip

Light, compact, durable. The first combination of a medium priced revolver with *a perfect full grip*. Prevents slipping and twisting—insures a secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in the shooting.

Harrington & Richardson Arms Co.

515 Park Avenue, Worcester, Mass.

Norton

Grinding Wheels

ARE THE KIND THAT CUT

¶ Your grinding proposition is an important one. The right wheel may do the work in one-half the time required by the wrong one. Study grinding wheel construction.

¶ Norton Grinding Wheels (made of Alundum) are furnished in a range of combinations of grain and grade that meet every grinding requirement.

¶ Let us send the wheel for your requirements and you'll have no other but a Norton Grinding Wheel made of Alundum.

SOLE CANADIAN AGENTS

The Canadian Fairbanks Co., Limited

Montreal

Toronto **St. John, N.B.** **Winnipeg** **Calgary** **Vancouver**

Crescent Brand Hinges and Butts

Bright Steel, Japanned, Electro-Plated and Nickel Finishes

Crescent Brand
Registered

Is the other fellow pressing you hard for business ?

Chances are he is doing it with Crescent Brand Hinges and Butts.

Many of the successful fellows have chosen them exclusively—and they are well worth choosing too, being made for the trade that seeks the best, and who are governed by quality.

Can you risk handicapping your business with inferior goods, when the price is not lower ?

If your jobber does not keep them, we will fill your order.

Canada Steel Goods Company, Limited
Hamilton, Ontario

Leave the Money in the Country Wherein You Expect to Make Yours

Quality means success

Satisfactory goods make satisfied customers, and satisfied customers make a business grow. For over forty years we have been manufacturing goods that thoroughly satisfy consumers.

Machine Screws

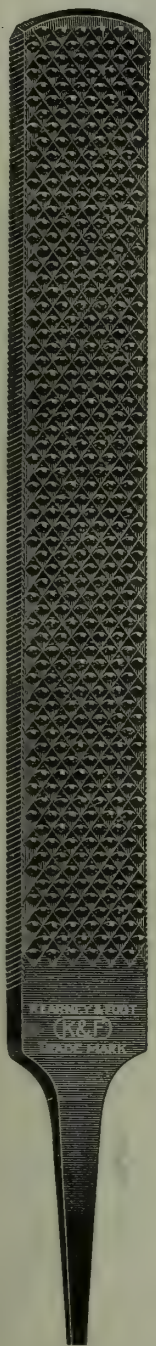
Iron, Brass and Copper Rivets and Burrs; Staples, Corrugated Fasteners; Stove, Sink, Tire and Sleigh Shoe Bolts; Bright Wire Goods; Wire—Bright, Coppered, Tinned, in coils and cut to lengths, etc.

Ask Your Jobber for Canada Screw Co. Goods.

Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL

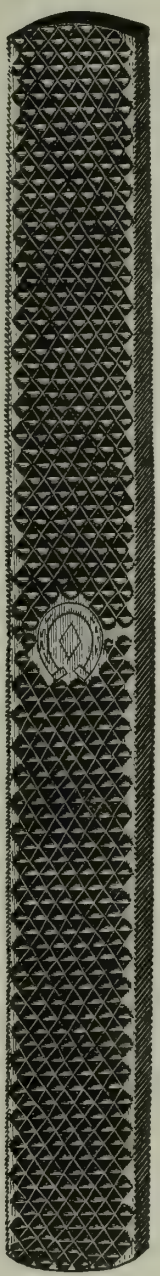
HORSE RASPS

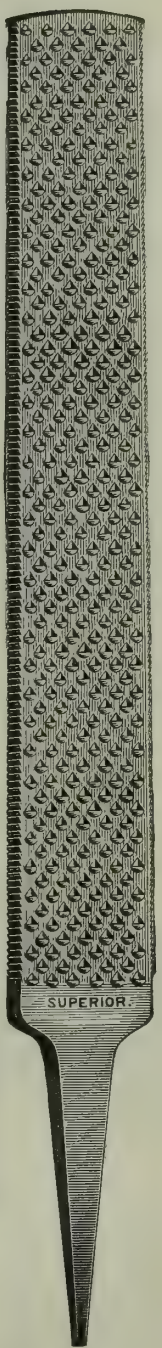


are another excellent example of the completeness of the lines of goods we carry in our stock. We show here four of the best and most reliable makes of horse-rasps in the market. Our stock includes all of these four in both plain and tanged and in a large range of lengths. We have everything in that line you are likely to be asked for.

The completeness and the good selections of sizes and makers are characteristics of our stock. We choose the goods we will sell solely on their merits, and it will pay you to handle the goods we advertise. You can rely on their quality, which is backed up by the makers' names as well as by our own. You can make a good profit on them, too, because we sell right.

Order from us whenever you want hardware.





Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.

Showrooms, TORONTO, 77 York St OTTAWA, 111 Sparks Street, QUEBEC. FRASERVILLE.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position with out solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

PAGE WHITE FENCES

Get the Best. Styles for Lawns, Farms and Ranches. Made of high carbon wire, galvanized and then painted white. Tougher and stronger wire than goes into any other fence. Get 1909 prices and illustrated booklet.

THE PAGE WIRE FENCE CO., LIMITED
Largest fence and gate manufacturers in Canada

WALKERVILLE TORONTO MONTREAL ST. JOHN VANCOUVER VICTORIA 222

PURITAN REFRIGERATORS

Medium Priced. ***Extra Good Value***

To hardwaremen having a call for a medium grade refrigerator, our Puritan line is recommended. We make them in four sizes, each size being splendid value for the money. They are not offered in competition with the "cheap" lines. Puritans are lined with high grade galvanized sheet steel, which is easy to keep clean, non-rusting and non-corroding. The case is Soft Elm with a handsome Golden Oak finish, ice rack, provision shelves, ends of ice compartment and drain pipe are easily removable. The insulation is perfect and all parts are easily accessible. Puritans are fitted with strong, heavy retaining castors, lever locks and hinges in copper finish. And there are other points described in our catalogue.

Send for a Copy

SANDERSON-HAROLD CO., Ltd.
Paris Ontario

Why You Should Sell Our Iron

There are many reasons why it gives the best satisfaction. It is uniform in quality, properly heated and rolled, and perfect in chemical composition. Its flawlessness and strength are evidenced in every bar.

Write us for quotations.

Bolts and Nuts

LONDON ROLLING MILL CO., LTD.
LONDON, CAN.

When You Sell Clipping Machines Sell the World's Best

They cost you less than cheaply constructed imitations and give a lot more satisfaction

This Stewart No. 1 Ball Bearing Clipping Machine

is made with cut steel gears (not cast) hardened file hard and running constantly in oil; the highest grade flexible shaft and the world famed Stewart one-nut tension clipping knife.

We guarantee that it must please the man who gets it better than any other machine made, or it can be returned to us for refund of all money paid out including transportation both ways

All Leading Jobbers in Canada Have It

CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Ave., Chicago

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**

Lachine, June 5, 1903.

The J. W. Harris Co., Limited, Montreal.

Dear Sirs,—Your system of ventilation installed in our Convent has given us absolute satisfaction.

Yours respectfully,

Sister Marie Pacifique, Gen. Eco
Sisters of Ste. Anne.

Made by

The J. W. HARRIS CO., Limited

CONTRACTORS

Montreal

No Weak Spots and Easy to Sell

are two strong points with respect to

The DILLON HINGE STAY FIELD FENCE

which embodies the hinge stay principle, and when any strain is put on the wires, they do not bend or break but "give" at the hinges. The weight removed the "Dillon" springs back into position without the slightest harm. Why? Because it's the hinge stay. Write for catalogue.

SEND FOR CATALOGUE

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

"The Latest and Best"—"DOMINION SPECIAL" FIELD FENCE

MADE FROM SPECIAL GALVANIZED HIGH CARBON WIRE

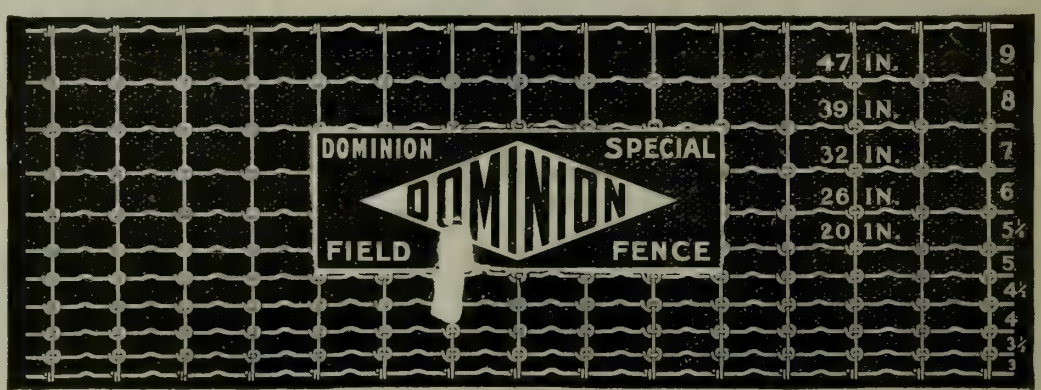
Drawn at Our Own Mill — Galvanized at Our Own Mill — Woven at Our Own Mill

FROM THE WIRE ROD TO THE FINISHED FENCE.

ENTIRELY "A CANADIAN PRODUCT"

JOBBERS should not fail to get into line at once and handle this fencing, your customers throughout the country will specify some fencing to complete their spring shipment of heavy goods. ***IT HELPS YOU IN MAKING UP A CAR.***

RETAILERS will find this a profitable line to stock. Ask your jobber for "Dominion Special"



CONSUMERS who want the best value in fencing should insist on their dealer supplying "Dominion Special"

DESIGN No. 1155

Our facilities for shipping in "MIXED CAR LOTS" are unexcelled. Some dealers being unable to take into stock a straight car of any one product can take advantage of this by placing their order for a carload containing Barb Wire, Galvanized Wire, Oiled Annealed Wire, Coiled Spring Wire, Fence Staples, Wire Nails, and "Dominion Special" Field Fencing.

Dominion Wire Manufacturing Co., Ltd., Montreal

Royal Metal Polishes

The only METAL POLISH on the market that can be used with perfect safety on all Metals, instantly cleaning GOLD, SILVER, COPPER, BRASS, NICKEL or STEEL. It works for all. ***It contains no ACID or GRIT. It Preserves the Metals. It Works easily and quickly. It imparts a most Brilliant and lasting Lustre. It will not injure the Hands.***

'***ROYAL***' stands for the best there is in ***Metal Polishes. Made in Canada. Once Used Always Used. Every Package Guaranteed by***

Royal Polishes Company, Montreal

AGENTS:
Ottawa: General Supply Co., of Canada, Ltd.
Winnipeg: H. W. Glassco & Co. Vancouver: Wm. Erichsen & Son
Halifax: J. C. Calder Sherbrooke: E. H. Bowen
And all dealers.

The "BUCO" Garden Cultivator

HANDLE 4½ FT. LONG

Patented

We claim a person can do more weed killing and cultivating—the two essentials in growing things—with a "Buco" than with any other hand tool made, and do it easily. Our claim is backed by a guarantee that every one tried will prove it, or we will take it back and refund price.

Sold by hardware jobbers.

Manufactured only by

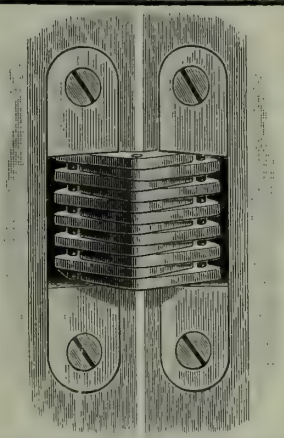
BAILEY-UNDERWOOD CO., LTD.

NEW GLASGOW, N.S.

An Entirely New Plan

Is observed in the building of

THE
SOSS INVISIBLE HINGE



It is something decidedly novel and attractive and as far ahead of the old style hinge as the electric light is in advance of the tallow candle. Neat, artistic, and as easy to apply as the ordinary butt hinge, it is strong and rigid and fully guaranteed, used on book cases, wardrobes, china cabinets, ladies' desks, lockers, pianos, etc.

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is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

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suggests value, finish and good workmanship—no flaws whatever.

"Diamond" Brand Fittings

embody all those good points. Steamfitters prefer them as they know they can be depended upon—no sand holes, the strongest threading, the best finish and the most reliable material.

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OSHAWA STEAM & GAS FITTING CO., Limited
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RODGERS' Cutlery and Plate

NONE GENUINE unless bearing the TRADE MARK

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The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

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ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

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For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

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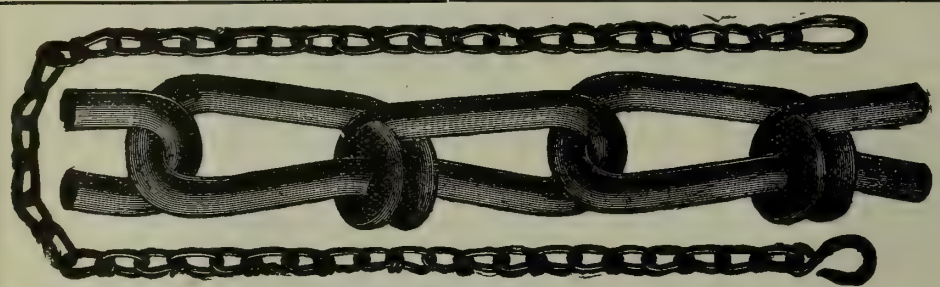
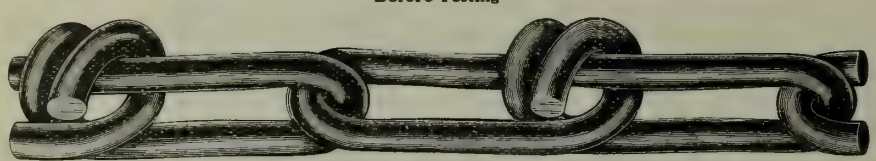


Before Testing



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At this strain the links pulled into straight lines, but did not break.

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Every chain guaranteed.

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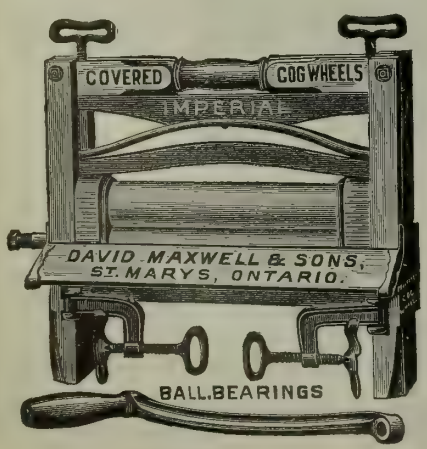

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are made in all styles,

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for use in any business.

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in **Quality of Material** used in their manufacture,

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in **Accuracy of Adjustment,**

in **Beauty of Finish and Durability.**

They are made in Hamilton, by

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Capacity 2,000 lbs. Platform 24" x 36"

- ¶ The only scale that will weigh on an uneven floor.
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- ¶ Material and workmanship equal to any of the most expensive scales on the market.

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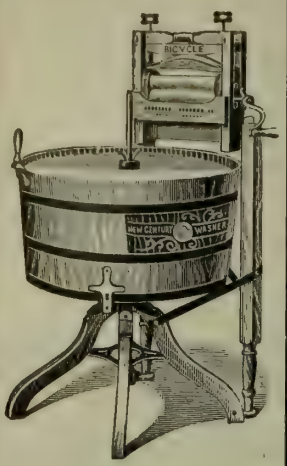

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They are worth many times the money paid for cheaper machines.

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Especially Adapted for

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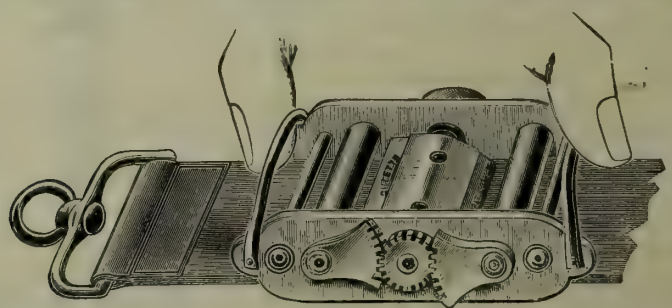
THE AUTOMATIC STROPPER FOR GILLETTE BLADES



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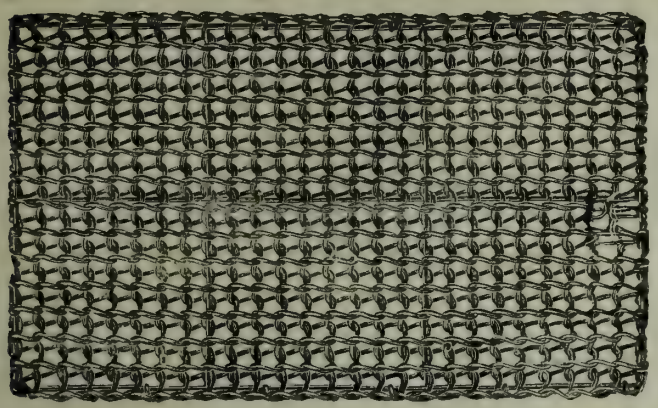

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Rigid—Reversible—Indestructible.
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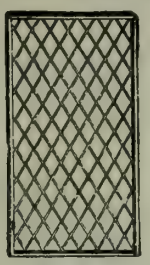

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The machine here illustrated will enable any person of ordinary intelligence to lay out in a few seconds a mitre for any elbow from zero to 90 degrees in any number of pieces, and for any diameter of pipe from 3 to 30 inches. Absolutely no trimming required. Write for descriptive circular and prices.

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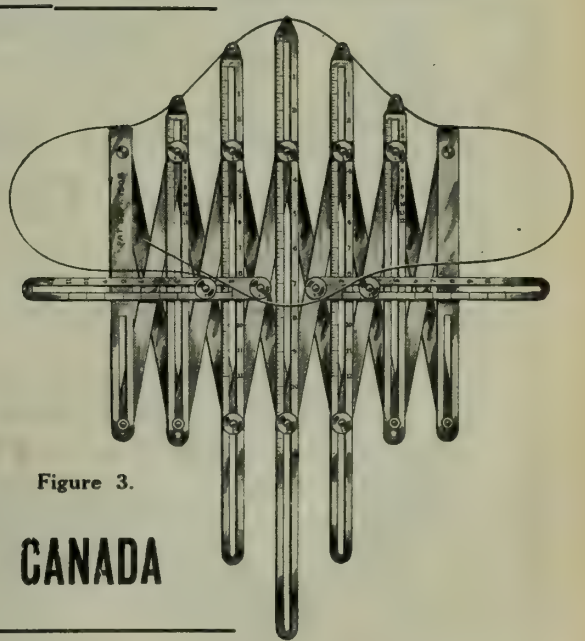

Figure 3.

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PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.
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Whenever a housekeeper comes into your store show her the

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They cut the food—not crush it. They are made in four sizes, each size having five self-sharpening, self-cleaning non-rusting steel knives of varying sizes to cut as coarse or fine as desired.

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Our agents are not limited to a single line of roofing. They have three kinds—each one a winner. Brantford "Asphalt" has a silica sand finish—There is not a better ready roofing made. Brantford "Rubber" has a smooth surface—It is a big seller. Brantford "Crystal" has a surface of rock crystals—It requires no painting. With these three lines, every conceivable roofing requirement can be filled. You will do a bigger roofing business when you handle our complete line. Write for particulars.

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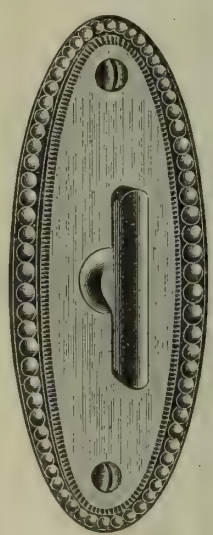
Fleck Bros., Limited - - - - - - - - - -	Vancouver, B.C.
Imperial Export Co. - - - - - - - - -	Toronto, Ont.



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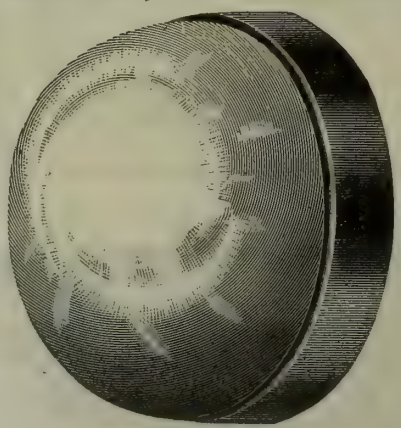
DOOR BELL and TURN

This is a very handsome, practical and saleable set and is only one of our many trade-catching door bell designs. Sold by all leading jobbers in the Dominion.

The BELLEVILLE HARDWARE CO., Limited
BELLEVILLE, - - ONTARIO



This excellent line is put up with **Bronze, Brass** or **Steel Turns, Steel** or **Bell Metal Gongs.** Also with **Cast Bronze, Brass** or **Iron Turns.** Our full list is very attractive.

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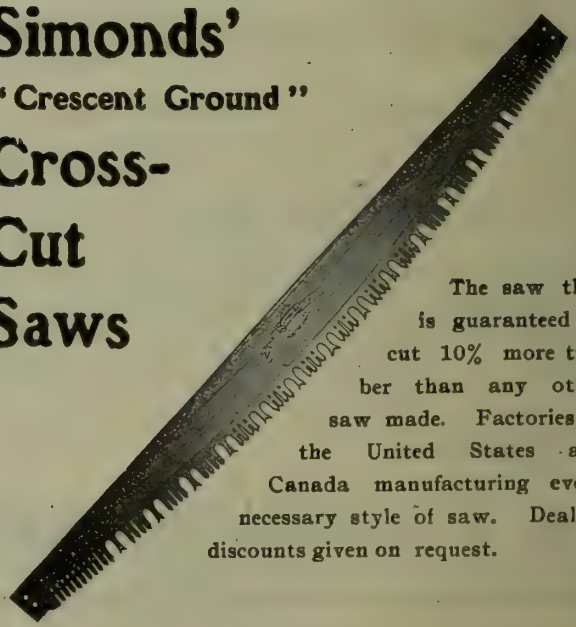
Cross-Cut Saws



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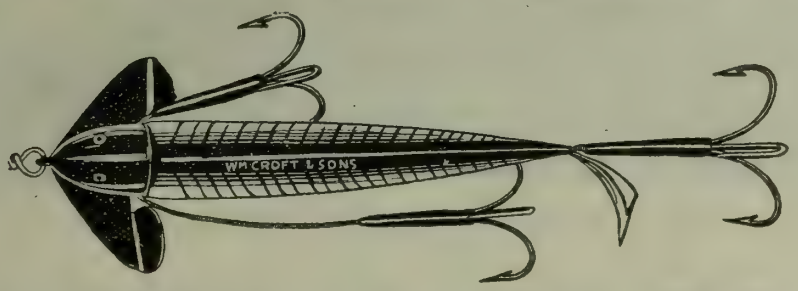

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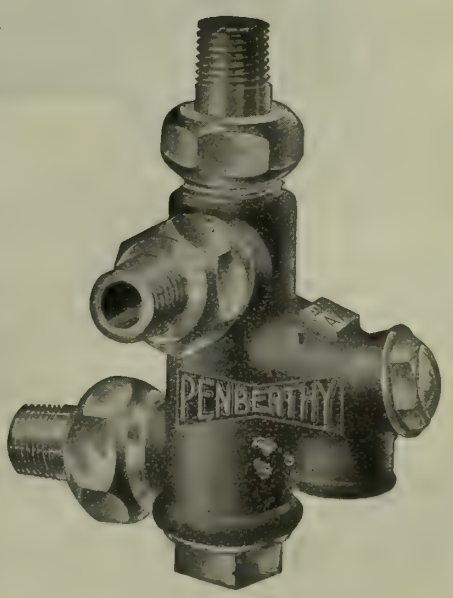
Look for the Name



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¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

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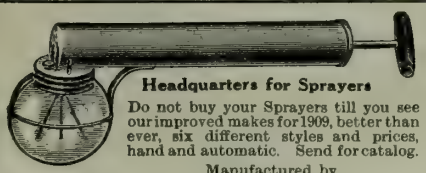

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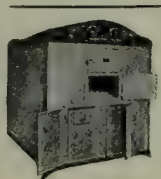

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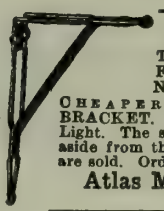

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Plain Tin

Round
½ gall. Imperial
1 " "

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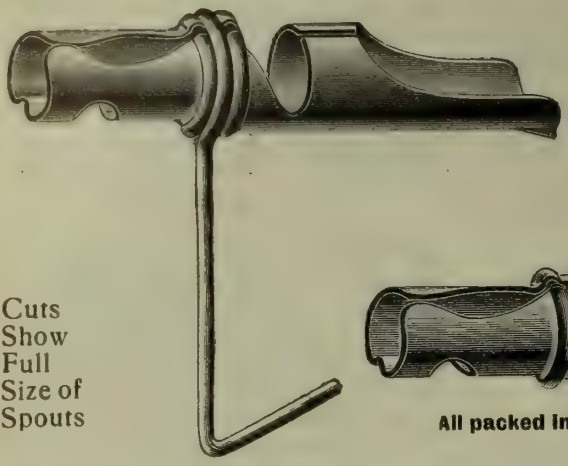
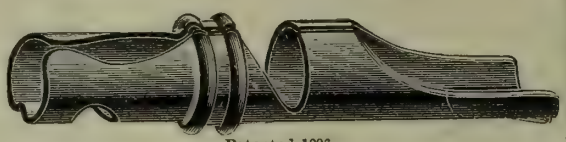


Cuts Show Full Size of Spouts

"EUREKA"

Steel Sap Spouts



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All packed in Cardboard boxes, 100 each

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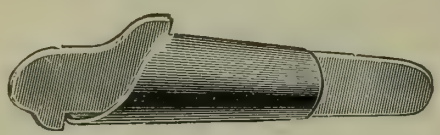

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Long Pattern

Nos. 7,8,9,12,16
Quarts, 4,5,6,8,12

Western Pattern

6 and 10 Quarts

Long Pattern

The Thos. Davidson Mfg. Co., Limited, Montreal and Winnipeg

A FULL LINE OF

20TH CENTURY

MAIL BOXES

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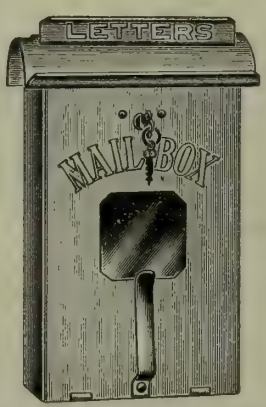
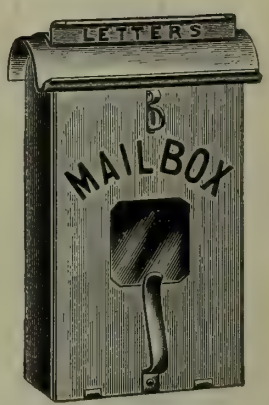


No. 2



No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

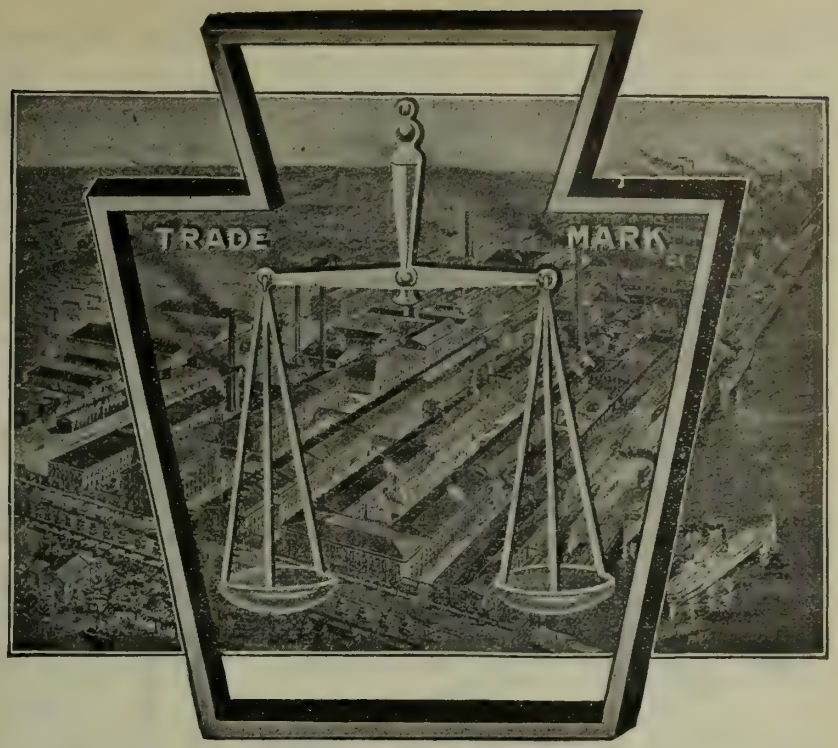
MANUFACTURED BY

THE WM. F. HEISE MANUFACTURING CO.

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

DISSTON SAWS



In the **DISSTON BRAND** of **SAWS** you have the advantages obtained by the use of highest quality crucible steel specially made in the Disston Steel Works, approved designs, most skilled workmanship—all backed by an experience of over **SIXTY-EIGHT YEARS** in saw making—a combination not equalled and which speaks for the utility of the saws.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

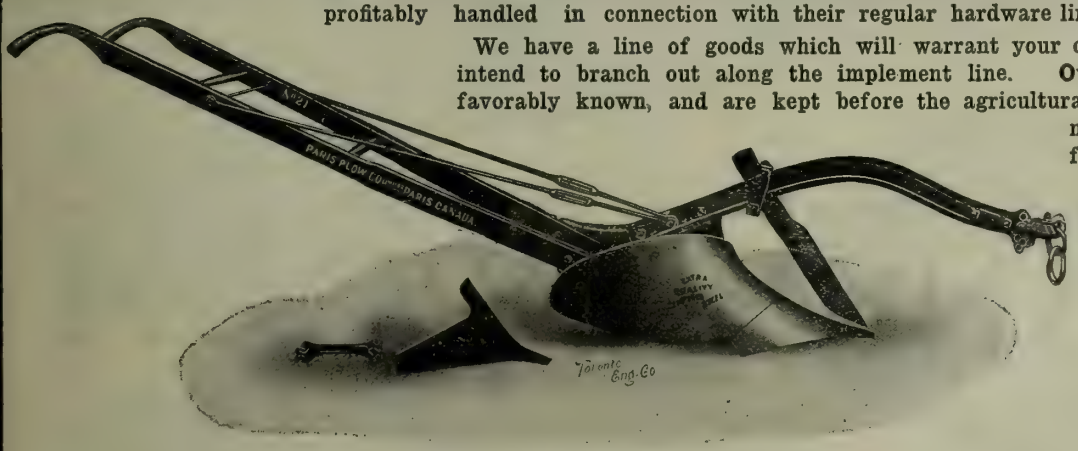
Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



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Success Manure Spreaders

Walking Plows of every description

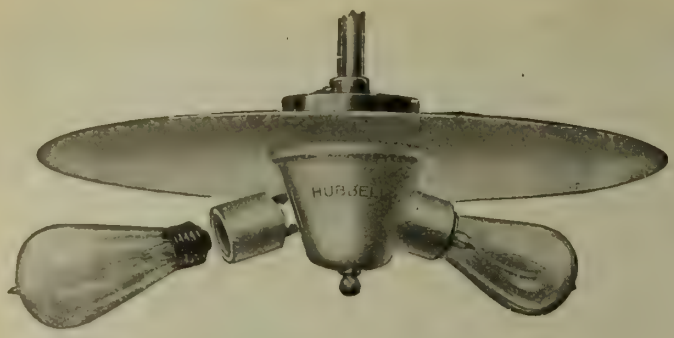
Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. Also supply at 6 months' dating: **"Leader" Scufflers**

Pulpers, Agricultural Wheelbarrows

These goods can be and are being profitably handled by many of the leading hardware men. We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*



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Hubbell Improved Clusters

Easy to Instal

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Fully Warranted

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These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

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Are you working with us? If not, you are losing golden opportunities to make money without investing anything except a small part of your time and energy. You sell from our Catalogue, and have the assistance of our experienced salesmen, backed by widespread advertising in the papers your customers read. And you can stand behind our goods because we stand behind you.

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The METAL SHINGLE and SIDING CO., Ltd.

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can always be made easily and quickly if you have in your home, your office, or your place of business with

Tea Kettles and Stands

In this line we excel and can offer you a wide selection. Our goods are splendidly finished and our mission styles appeal to all. Asbestos forced-draught lamps. Kettles are of polished brass, nickel-plated, polished copper and silver plated on oak or fancy metal base. Send for complete catalogue.

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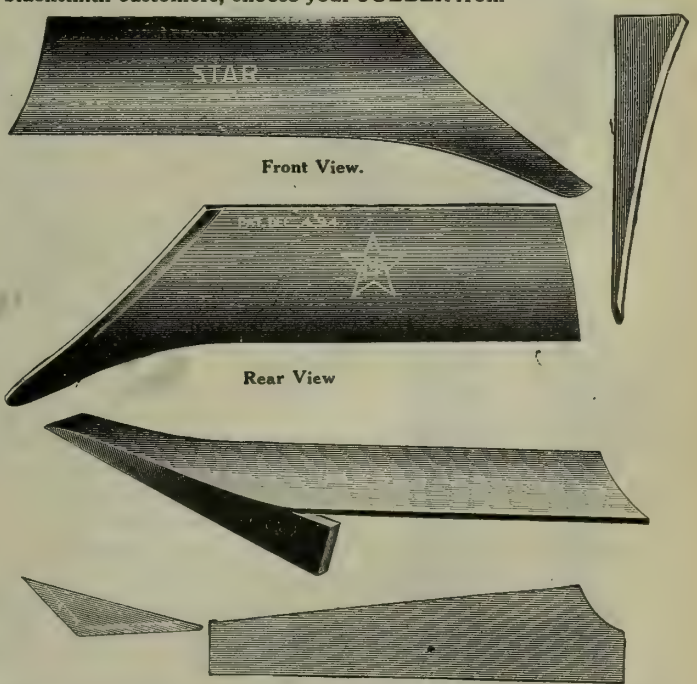
Blacksmiths buy these goods of HARDWARE DEALERS in many cases, and most Hardware Stores carry them to accommodate such trade. The STAR PLOW SHAPE blanks are the kind, which by special pattern and shape, are most attractive to them. See your blacksmith customers, choose your JOBBER from



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Kindly send one of them an order.

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Copper Hardened

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Copper Hardened

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Best Babbitt Value in the World.

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SWASTIKA LONG LIFE BABBITT

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WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

To a BRAINY man of business sense, that settles all argument.

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A slight pressure of the plunger pumps the oil to the bearings.

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This is a favorite size. We make other sizes, from

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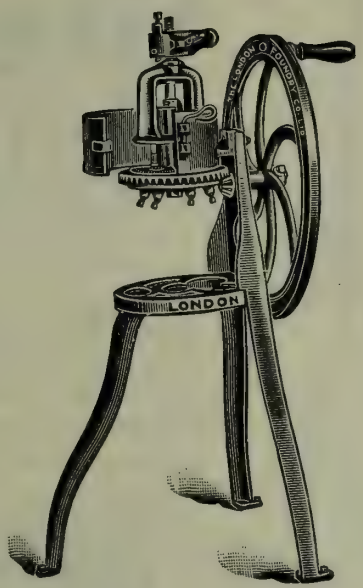
These are Fall and Winter goods.

A sample kept in your store will sell many of them.

Send at once for catalogue and prices.



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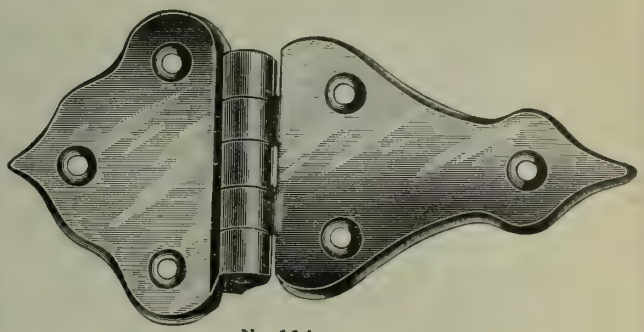
LONDON, CANADA

Refrigerator Hardware



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cast in Solid Brass, suitable for expensive or cheap refrigerators, in various designs, supplied in the largest or smallest quantities, are now made in Canada by us.

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REGISTERED TRADE W TRUE MARK CELEBRATED

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Every piece guaranteed by

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Two Great Sellers

The popular seller made in two sizes 16 and 18 inch ovens; has enamel doors linings. All oven parts readily removable, easy to keep clean, special safety lighter, efficient gas regulator, large towel rod, aluminumized oven slides and other special "Caloric" features. Adaptable to any size kitchen. Guaranteed to stand severest tests.

A new pattern for easy work in the kitchen. Especially suited for the housewife who desires ovens and cooking top within easy reach. No stooping or leaning over burners. Special conveniences; back guard, teapot stand and large tray.

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Watch for the "Caloric" Campaign in leading newspapers

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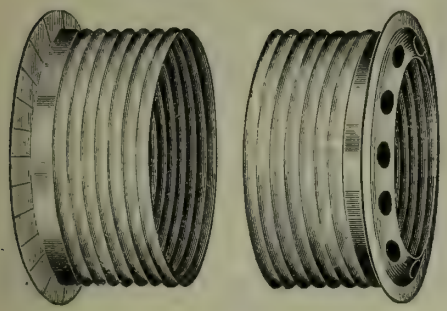
O.K. Adjustable Thimbles



are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections which screw together so easily that anyone can adjust them to any size wall or floor.

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White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

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Children's Express Wagons

than any other make. They are beautifully painted and striped, very strongly made and easy running. Made in several sizes at popular prices.

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Makers of Woodstock Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs.

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IS THE BEST OF IT'S KIND

IMPROVED CARPENTERS' TOOLS

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Best hand sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

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SAP BUCKETS

Sap Spiles

Syrup Cans

6 and 10 quarts
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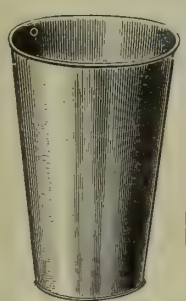

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The Sprinkler with the "MIST LIKE SPRAY."

No other Lawn Sprinkler can produce the beautiful—The perfect results like the "FOUNTAIN."

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And insist on getting the FOUNTAIN
Stick to the Sprinkler you KNOW is right.

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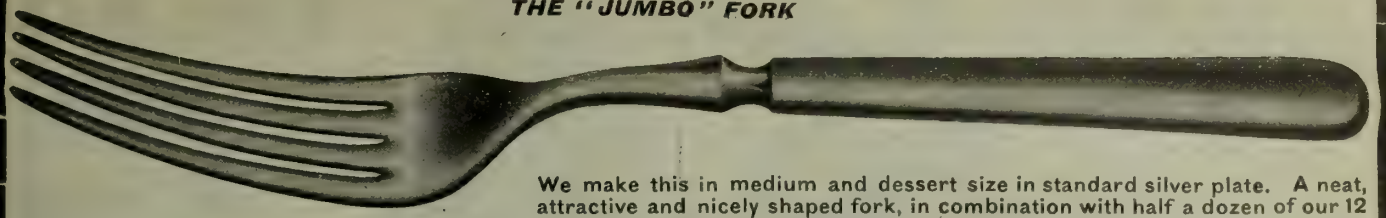
Tell Them You Saw it in Hardware and Metal.

The Advertiser Will Appreciate It.

One of Our Steadiest Sellers

THE "JUMBO" FORK



We make this in medium and dessert size in standard silver plate. A neat, attractive and nicely shaped fork, in combination with half a dozen of our 12 dwt. knives in a handsomely lined case, it makes a companion set that is irresistible.

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Gasoline Combination Blow Torches

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4 TO 12 FEET

Clear Norway Pine legs, hardwood steps, malleable iron clamp so that top step cannot come off. No strings or braces required. Also

FOLDING CURTAIN STRETCHERS
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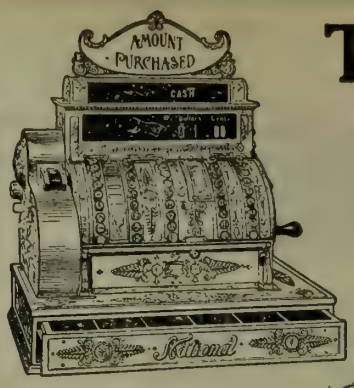
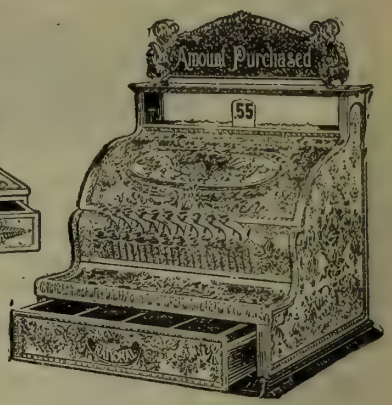
They Pay!





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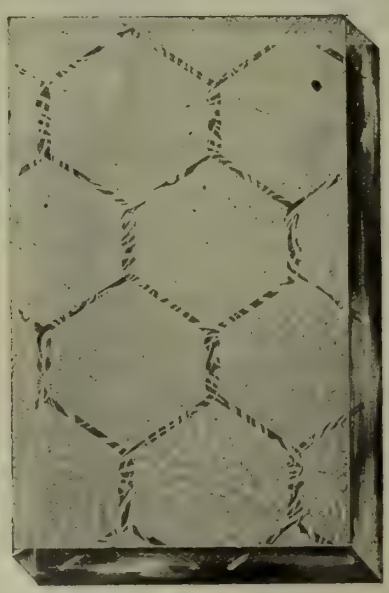

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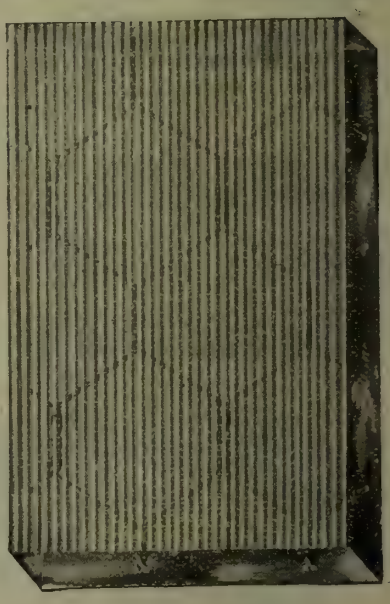

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Building Season is Here Again

The demand for structural steel in your locality is going to be met by someone. Why not by you? It's right in your line, Mr. Hardwareman, and you can make big profits by closing a few orders. We will help you and quote you very close prices. Our capacity is 18,000 tons of structural steel per year. There is money in handling our products and we will protect you in every way.

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It will contain interesting and instructive articles on subjects in which these men are interested.

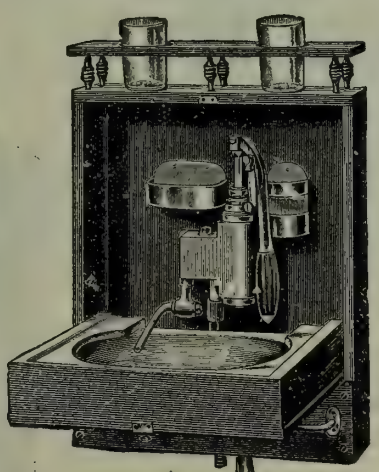
It will contain advertisements from over 300 firms selling to the Hardware trade.

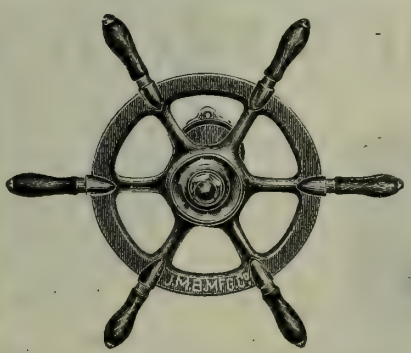
All Manufacturers and Jobbers selling to Canadian Hardware trade should arrange for good strong announcement in this Number.

For rates and further particulars write our nearest office.

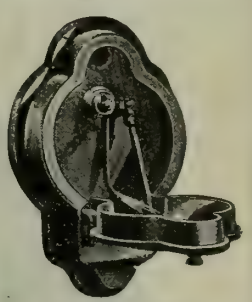
HARDWARE AND METAL, - Montreal, Toronto, Winnipeg

BINNACLE


FOLDING LAVATORY
15-in. and 17-in. wide. 3½-in. and 4½-in. deep



BRASS STEERING WHEEL
Hardwood handles
12-in., 16-in., 21-in.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Made of cast aluminum with nickel-plated fittings.
A suitable apparatus for yacht service.

MARINE BRASS WORK
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- Brass and Iron Railing Work.
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- Marine Steam Whistle.
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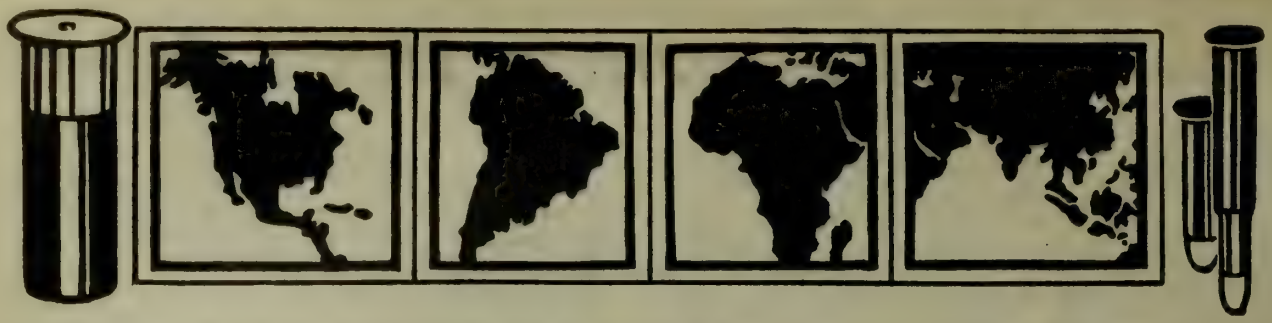
- Ship Telegraph Apparatus.
- Brass Side Lights, etc.

The James Morrison Brass Mfg. Co., Limited, 93-97 Adelaide St. W. TORONTO



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Our purpose reaches across the Atlantic to get the finest smokeless powders made. We will go to the ends of the earth to get the best metal, paper, ingredients, machinery and experts.

You have only to reach to us, to sell the best ammunition. Your success is worth a post card.

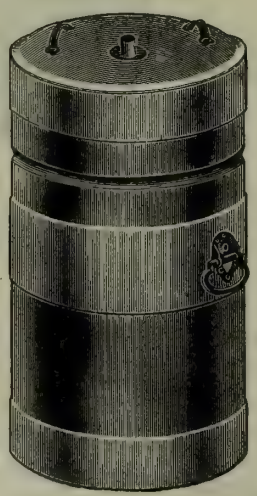
Cartridges of every size, for every make of arm. The four famous, perfect shells.

DOMINION CARTRIDGES (Sure Fire)

Regal Shells	Imperial Shells	Sovereign Shells	Crown Shells
(Ballistite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder)

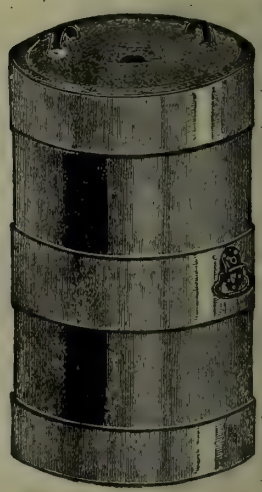
Dominion Cartridge Company, Limited, Montreal

KEMP'S FACTORY MILK CANS



E. T. Pattern

Bodies made of 24 gauge Tinned Iron.



Broad Hoop Pattern

Gallons	10	15	20	25	30	40
Each	5.50	5.90	6.40	7.00	7.80	9.90

Write for Discounts

KEMP MANUFACTURING COMPANY, Cor. Gerrard and River Streets, Toronto, Canada

THE KEMP MFG. & METAL CO., Ltd., 111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL, 39 St. Antoine St., Montreal, Que.

How to Conduct a Retail Business.

A Paper by Fred C. Lariviere, Montreal, in Opening the Question Box Discussion at the Ontario Retail Hardware Convention at Hamilton.

Kindly accept my most sincere thanks for the honor conferred in selecting me to preside over the discussion of the Question Box. I am sure that a better choice could have been made from amongst yourselves, but am also sure no one could put better endeavors and good will to make this item of the programme a success. If my twenty-nine years' experience in the hardware trade is sufficient guarantee to answer effectively your questions, you may rest assured that I will do my best to give you the benefit of my long experience. I sincerely congratulate the organizers of this convention for the success they have obtained already, especially as to the number present and the good representation of the retail hardware merchants of the Province of Ontario.

I have been asked before the opening of the Question Box to say a few words on "How to Conduct a Retail Hardware and Stove Business." Not wishing to take very much time with this question, on which volumes could be written, I will confine myself to two important questions: 1st, "The profits that can be obtained over the cost of goods,"; 2nd, "The causes of failure in business."

Profits on Turnover.

I have before me a very striking illustration which, I think, is so plain and so clear that every one of you will be interested. It is a well-known fact that the oftener the stock is turned over the more profitable is the business, and profits accrue very rapidly. Let us suppose an investment in stock of $100 and that the margin of profit would be 20 per cent. on cost. If turned over five times during ten years that $100 would produce $148.83 of gross profits. If ten times during ten years, $510.16. If twenty times during ten years, $3,733.60, and if turned over forty times during ten years, or every three months, $146,870.74. You at once see the productive difference of each different case which I have no doubt no one of you at first sight realized. This principle laid down, I believe the interest of the retailer is to limit his business or stock on hand to the goods that are most saleable and carry a very small quantity of goods of which the demand is slight, and applying the same principle in fixing the selling price it can be seen that it is a better paying proposition to sell on a margin of ten per cent. goods that can be turned over once a month, rather than sell twice a year goods at 50 per cent. profit.

Business is like a man of war bound for a port, called Success. You have heard that more than once. Have you realized that you cannot go forward in the business game unless you fight and you cannot permanently succeed unless you continue to fight. The retail hardware business to-day is really a long-drawn-out battle from start to finish. The business battle is the case of the survival of the fittest. Any time you are caught napping with your hands down you are liable to get hit and the referee may count ten and out. Keeping everlastingly at it is the cost of the victory. If you expect to win in the game of business see that you lead. There should, however, be no such thing as enmity in business or hatred of your rival, only

FRED C. LARIVIERE, MONTREAL.

Who has built up a half million dollar hardware business since 1889.

that genuine pleasure of honorably beating your competitor in the game or contest. To outclass a business competitor should bring that feeling of gratification that we all experience when we outclass a rival in any other game. If our heart is in the game, if we really love it, we find much pleasure in studying the various points even though we are sometimes forced to accept a temporary set-back or defeat.

No great general ever won every skirmish or very battle with the enemy. In fact no one can win every time. We don't have to, and it is not necessary that we should. An occasional victory by your competitor is really a good thing for you. It makes you all the more alert and keen for the next fray, and meanwhile if you have been wide-awake you have strengthened the weak points and your rival will find that every inch of the ground will be hotly contested.

You are all aware that net profits are the result of every move you make. There are practices that will increase net profits more quickly than others, and amongst them are good buying and watching investment in every line.

What Constitutes Good Buying?

Good buying is not merely securing lowest prices, I believe the merchant who secures a fair price in a short time so that he has plenty of time to devote to the selling of his goods and the superintendence of his store is a better buyer than the merchant who gets the extra 2½ or 5 per cent., but in doing that uses so much of his time that the sales department is neglected.

Numerous are the merchants who neglect the watching of investments in every line, yet of all means of producing net profits there is nothing so important as watching everywhere your investment. Your sales go up and down with the number of items you offer for sale, not with increase or decrease in the quantities you own of the various items. To own a six weeks' supply when a two weeks' supply would carry you safely you have needlessly tied up so much of your capital, as is represented by the excess of four weeks' supply. On that amount of excess you lose not only the interest in itself and the cost of the storage, but also the loss of the profit you could have earned on other goods which might have been purchased with that amount.

To be successful each store must have a policy and in all of the departments must be seen at a glance the policy of the house. One of the best I know is to sell reliable goods at reasonable prices and give satisfaction to the customer at whatever cost may be.

Reciprocity of treatment with great efficiency as its prime motive will increase the interest of the customer in the business and will also increase the efficiency of the staff and create a friendly and favorable mental attitude.

The gross returns of profits ensured by a sale should be only secondary consideration. The good name of a firm is oftener of much greater importance than the capital it may dispose of.

What is a Fair Profit?

Is it reasonable to complain about low prices? If they are too low they should be promptly put up. It is better to refuse orders than to take them at unprofitable prices. Let the other fellow

have them. When a tradesman is doing everything possible to buy economically and work systematically, he can be fairly well assured that what is unprofitable to him, will not do his competitor much good. Volume of trade is not important unless it has profit-making quality. Better a small turn-over on a profitable basis than big returns, which are swallowed by wages and other expenses.

A fair profit-yielding price is not a thing that one needs to apologize for. The man who is always professing reason for selling at the low cost, by his action proclaims himself, either knave or fool. We know men who have played the "slaughtered prices" game for years. There is no stability in their business. Their trade is casual. A buyer rarely returns. Their word cannot be relied on. It is different with the man who makes no secret that he is in business for profit. Even though we sometimes cannot pay his prices, we are compelled to respect him for his frankness. We can trust him when he does alter prices to clear slow-moving stock.

In discussing prices it is well to remember that there is plenty of room for difference of opinion as to what constitutes a fair profit. A person of sound judgment who knows the requirements of his district, and is able to anticipate and gauge its requirements may make more profit at 30 per cent. than another man at 50 per cent. He knows there will be demand for particular goods at each season of the year. He has them in stock. He does not wait until the demand is in full swing before he orders. He meets it as soon as it arises, gets his goods off quickly and finishes with bare shelves. His competitor has to refuse orders he knows are wanted and finishes the season with stock in hand that has to be sacrificed or carried over until next season.

Running business is not an eight-hour job. The business man must be continually alert. Many a one owes more to the schemes elaborated in the quiet evening than to the work done with his hands in the shop. In thought he repeats the day's transactions, checks his work and his men's work, calculates, perchance, the profit he has made on sales, discovers where mistakes have been made, and then anticipates the morrow's tasks, plans the work for the men takes mental stock of his surroundings, endeavors to foresee the probable effect of current events and market conditions on the trade of the future. This cannot be done so well in working hours when the busy man is constantly in demand to deal with details.

Causes of Failure.

I will now put before you a few causes of commercial failures, and make an application of same. I will give them in the order that R. G. Dun & Co. have them in their report, naming the first the most numerous.

Lack of capital ...	3,370	$39,342,384
Incompetence	2,091	19,342,908
Inexperience	457	2,760,234
Unwise credit	244	2,652,500
Competition	101	537,470
Specific conditions	1,623	22,925,002
Fraud	938	20,574,384
Neglect	206	1 855,484
Failure of others...	190	11,196,193
Extravagance	93	1,094,927
Speculation	70	4,576,734

To lack of capital is attributed over 50 per cent. of the total number of failures. I believe this is much over the reality for many prefer to attribute to lack of capital the cause of failure rather than attribute it to their own administration. I have studied and had occasion to investigate many failures and I have found that whereas in the first years of business with no capital a merchant had succeeded in making a capital of $3,000, $5,000 or $8,000. He thought he was rich and began to pay less attention to business, became a little more extravagant in personal expenses, and, above all, less attentive to customers, leaving it to his clerks to look after their wants. This departure has the most fatal effect on the staff for the moment the owner of a business lacks energy, stability and punctuality, the whole of the staff follow suit. Hence capital is wiped out and the man fails and attributes to lack of capital his lack of energy and ability.

Inexperience and incompetence count for a very large share, and I am greatly surprised at this as this is surely one of the absolute qualifications of a successful trader and I believe no jobber or manufacturer should grant credit to a man in business who is incompetent, and this is one of the easiest things to find out. To the others with the exception of failures of others can be attributed as personal causes, and to eliminate them the merchant should possess the following qualifications:

Concentration Necessary.

First of all is "concentration" and I will relate what Andrew Carnegie, in his book, "The Empire of Business," says:

"The concerns which fail are those which have scattered their capital, which means that they have scattered their brains, also. They have investments on this, or that, or the other, here, there, and everywhere. 'Don't put all your eggs in one basket,' is all wrong, I tell you. 'Put all your eggs in one basket and then watch that basket.' It is trying to carry too many baskets that breaks most eggs in this country. He who carries three baskets must put one on his head which is apt to tumble and trip him up. One fault of the American business man is lack of concentration."

Here is also what the same author says about speculation: "When I was a telegraph operator here in Pittsburg we had no exchanges in the city, but the men or firms who speculated upon the eastern exchanges were necessarily known to the operators. They could be counted on the fingers of one hand. These men were not our citizens of first repute; they were regarded with suspicion. I have lived to see all of these speculators irreparably ruined men, bankrupt in money and bankrupt in character. There is scarcely an instance of a man who had made a fortune by speculation and kept it. Gamesters die poor, and there is certainly not an instance of a speculator who has lived a life creditable to himself, or advantageous to the community. The man who grasps the morning paper to see first how his speculative ventures upon the exchange are likely to result, unfits himself for the calm, consideration and proper solution of business problems, with which he has to deal later in the day, and saps the sources of that persistent and concentrated energy upon which depends the permanent success, and often the very safety of his business,"

Speculators Seldom Win.

"The speculator and the business man tread diverging lines. The former depends upon the sudden turn of fortune's wheel, he is a millionaire to-day, a bankrupt to-morrow. But the man of business knows that only by years of patient, unremitting attention to affairs can he earn his reward, which is the result, not of chance, but of well-devised means for the attainment of ends. During all these years his is the cheering thought that by no possibility can he benefit himself without carrying prosperity to others. The speculator, on the other hand, had better never have lived so far as the good of others or the good of the community is concerned. Nothing is more essential to business men than untarnished credit. Credit begotten of confidence in their prudence, principles and stability of character. Well, believe me nothing kills credit sooner in any bank board than the knowledge that either firms or men engage in speculation. It matters not a whit whether gains or losses be the temporary result of these operations. The moment a man is known to speculate, his credit is impaired, and soon thereafter is gone. How can a man be credited whose resources may be swept away in one hour by a panic among gamesters?"

To succeed in business it will be necessary that your mind be constantly engrossed with these principles and that your cravings be followed by years of unrelenting labor. Great ideas may suddenly crop up in your brain and open up wide vistas, but experience teaches that no durable success is attained where tenacity and self-control are lacking.

Then, again, as we are following the same highway, let us profit by one another's experience. Let us rise above that miserable spirit of jealousy and suspicion towards our brethren. Instead of criticizing, running down and slandering even our competitors, let us say to ourselves that we are in a position to imitate them, that competition is open to all. True, there will be only one at the

head of the list, but it remains, nevertheless, for us to labor steadily and to do our very best to get there, so that if we fail in our efforts it will be no fault of ours.

A casual observation of what is going on especially in large cities, will suffice to convince us that the main cause of most failures is to be found in the peculiarities of those who fail, rather than in the conditions against which they had to contend. Study the methods of those who succeed, and you will find that they are taking to their work with no faint heart, that they are not carried away by the pleasures of society, outdoor sports, and the theatre or similar amusements.

I do not mean that one should refrain from all such pastimes, but they should occupy only a secondary place in our minds and occupations, for no one can hope to get along in the world without concentrating all his energies towards the attainment of the object he has in view. In this respect the same rules apply as regards business and as regards the trade.

Before starting in any business one should make himself acquainted with all its details, with the various uses of all the goods offered for sale as well as with their value. Do not be afraid to accumulate too much information, but work on earnestly and steadily, picking up all available data as you go along and finding out where the various wares can be procured to the best advantage.

Punctuality and Perseverance.

In my opinion to feel that one has done his whole duty should be sufficient inducement to act as aforesaid. The sense of duty brings along with it steady habits and punctuality. Never fail to keep an engagement for punctuality is the mainstay of business success.

Many persons of ordinary ability, and without any other assistance than their knowledge of business conditions in their particular trade, owe to their perseverance, their punctuality and their economy achievements far exceeding their hopes. It follows that we should never feel discouraged, but resolutely face all difficulties and use them as stepping stones towards the desired goal, for what seems unattainable to-day may be easy of accomplishment to-morrow.

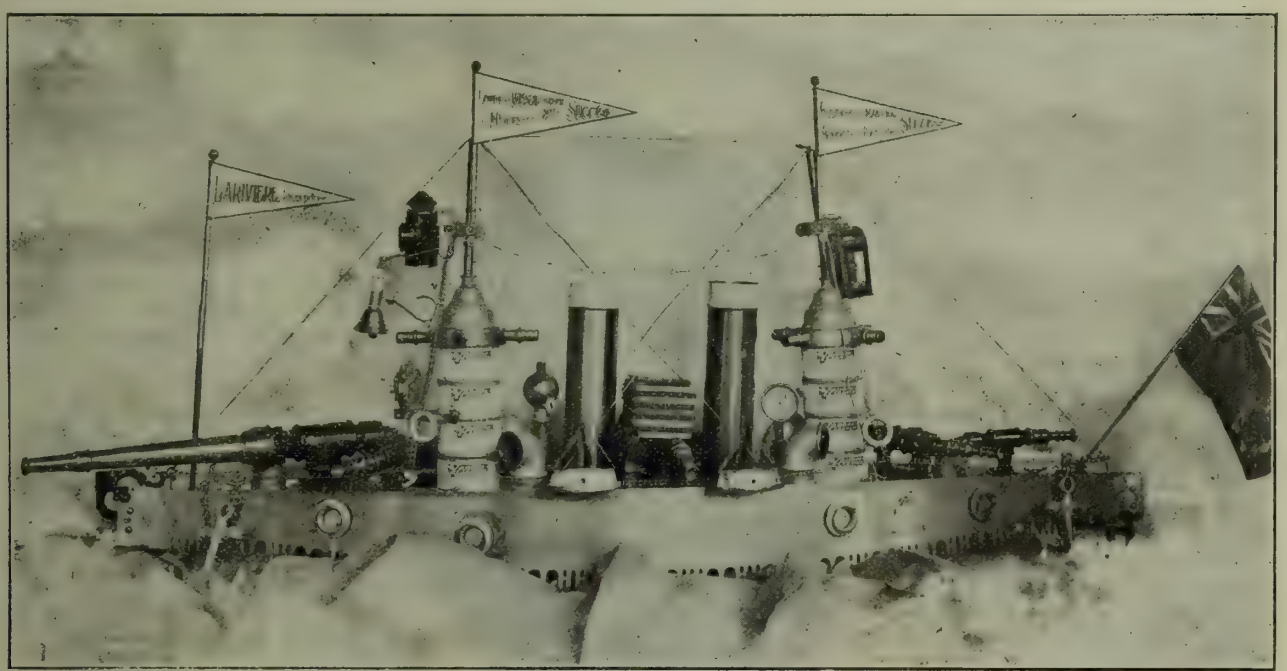
Cultivate uprightness and honesty, which are indispensable to success. Always keep your word. Never make a statement without being positive that it is true, and should you find out afterwards that you were mistaken do not hesitate to acknowledge your error. By doing so, you will retain the confidence not only of your customers, but that of your jobbers as well.

All I have said may be summed up in one word, "Character." Economy is another indispensable quality, for as you are all aware, extravagance is the most frequent causes of failure, I refer to that kind of extravagance developed by meetings and junketings with friends, which keep one away from his work and desk. This truth is so generally admitted that it seems useless to insist upon it. I challenge contradiction when I say that business is not pastime, but a means of acquiring a fortune, or at least a competency, and that a merchant's aim should be to reap great profits from his trade, not only for the benefit of himself and family, but for the benefit of his employes as well.

A branch of work to which, as a rule, merchants do not give enough attention is bookkeeping. If you only realized the variety of information and data which may be obtained from a proper system of accounting, even as regards a small retailer, you would thing of practising that false economy of which so many are guilty. What could be more useful than to realize the amount of one's sales or purchases, of one's stock, assets and liabilities? At any rate, you acknowledge that if you only had once a month all these data you would be better posted as to the real condition of affairs, and in a better position to rush matters to a satisfactory culmination, for bookkeeping is the key to success.

Emerson says: "No one can cheat you out of ultimate success but yourselves."

Accept my sincere thanks for your kind attention.



A Window Display in Mr. Lariviere's Store—"Business is a Man of War Bound for a Port Called Success."

ALUMINUM KNIFE HANDLES.

Steel table knives with aluminum handles are now manufactured in England in large quantities. The aluminum handle is solid and is cast on to the bolster so that the knife is as solid as though made in one piece. The fact that aluminum is light and will not break like a hard-rubber or celluloid handle, is much in its favor. Its cheapness, too, allows the knife to be sold at a very reasonable price. To be sure, it is no more durable than a solid steel knife, but these have always been open to the objection of excessive weight. The fact that one of the leading cutlery manufacturers of Sheffield is now making knives of this description is an indication that they have met with ready sale and are satisfactory.

Beware of a suspicious man; he's apt to judge others by himself.

Prepared Paint Best for Hardwaremen

Address Delivered by C. C. Ballantyne, Before the Ontario Retail Hardware Convention at Hamilton, Feb. 11, 1909.

The time allotted for my address on the subject of "Why Prepared Paint is a More Advantageous Article for the Retail Merchant to Handle Than Lead and Oil," does not permit me to enter into the subject very exhaustively. I, therefore, will only briefly deal with the three most essential points between good prepared paint and good white lead and oil, these being quality, sales and profit.

Quality.

All wise merchants hope and expect to sell to the same people, not once or twice, but time after time. It might be well to preface my remarks with the statement that comparative tests, weather tests and experiments show that prepared paint, and by this I mean, prepared paint honestly and scientifically made, contains ingredients that strengthen white lead and linseed oil, cause it to cover more surface, provide a tougher, more lasting coat than simply the hand-mixed white lead and oil used alone.

Prepared paint has had to fight a hard battle against prejudice ever since it made its appearance on the field some 20 or 25 years ago. Prior to that time the field was held undisputedly by lead and oil. The gigantic strides in popularity and sales prepared paint has made in Canada and elsewhere prove that the idea is right. And the proportion of prepared paint sold has grown much more rapidly than the total consumption of painting material.

The best paint that is made to-day is good prepared paint. This is not generally recognized to be true, because a great many of the prepared paints made are worthless. Unfortunately, there are more of the poor kind than the good. The good suffer for the poor. This is equally true of white lead, which has been looked upon in the past, and is still looked upon by many, as the best painting material. All white lead is not good. There's a great difference in brands. Just as in prepared paints, some are worthless and some are good. There is just as much trouble, just as much dissatisfaction, and just as many poor results from the use of white lead as from other paint material, but it's not generally admitted. It's strange, but true, some painters will make excuses for and overlook poor results from white lead they mix themselves, when under similar circumstances where prepared paints have been used they will condemn them every time.

It's habit—due to prejudice. More prepared paint will be used when such prejudice is overcome. A better knowledge of and more experience with good prepared paints will bring such a change about.

There are many reasons why paints prepared by machinery are better than paints prepared by hand. Remember in paint making, as in every other line of business, the world has progressed, and is progressing. Things have changed; they have advanced; they have improved. People not so long ago, used to grind their own corn and spin their own yarn. They used to burn candles, and travel by stage coach. They don't now. When a woman spun her own yarn and ground her own corn, she felt she could do this work better than it could be done for her by machinery. She had been doing it so long and had become so accustomed to it, she could not all at once trust it to anybody else.

It's the same with paint. Painters have been so long mixing their own, in their own way, it's hard for all of them to believe it can be done as well in any

C. C. BALLANTYNE, MONTREAL,

Managing Director Sherwin-Williams Company in Canada.

other way. I am pleased to state, however, that a large number of some of the most reputable practical painters in Canada are now counted among the largest users of good prepared paint. It must be borne in mind that while prepared paint can be used to advantage by amateurs, it is always preferable to engage a good practical painter to apply prepared paint, especially where a large amount of painting is to be done, like painting a new house or re-painting an old one.

Habit is strong. But improvements always make their way. It's the world's habit to progress—it's the survival of the fittest all the time. Paints prepared by machinery are an improvement over paints prepared by hand, and they will make their way—just as sure as the sun rises and sets.

Good prepared paint is a better paint than any man can prepare by hand. It will cover more surface, it will look better, and is more economical than any paint prepared by hand. Let me briefly explain why:

It will cover more surface, because it's more thoroughly mixed and more finely ground than paint prepared by hand. It will wear longer, because the oil and pigments are so thoroughly incorporated by the mixing and grinding that they hold together better and make a more solid surface, than it is possible to obtain by paints mixed by hand. It will look better, because the color is clearer and cleaner, and has a better, more lasting gloss than paint mixed by hand. It is more economical, because a gallon of it will spread farther than a gallon of paint prepared by hand, and it will last longer.

Sales.

But it is the merchandising of paint that you are most interested in. You want to sell the goods that net you the greatest profits and satisfaction and move quickly off your shelves.

In a comparison of this kind, the first and most prominent feature seems to me to be the creative work that the prepared paint houses have done and from which the retail dealer reaps not a little of the profit. I do not believe that it is any exaggeration to say that the educational work done among property owners and paint users generally is responsible for 25 per cent. of the painting done in the country. By this I mean that if the pressure which the paint makers continually exert on the public was withdrawn, the sales of paint generally would fall off just 25 per cent. This educational work takes the form of magazine and newspaper advertisements, personal letters and literature of all description showing convincingly and in plain language how the life of lumber is prolonged by the use of paint; how the real estate value is enhanced, and the increased pleasure of beholding and living in buildings which are kept well painted. This sort of work unremittingly kept up, creates a tremendous amount of painting which would never be undertaken otherwise, and while the lead and oil vendors have participated in this created business to a considerable extent, the merchants selling prepared paint have, of course, been the greatest gainers.

By making proper use of the cartons and hanger displays provided by manufacturers for the advertising of shelf goods, they will practically sell themselves and prove a source of constant revenue and the means of attracting people to your store.

And then there is a point that would appeal to me I think very strongly if I should establish a hardware store—and that is the question of appearance. Any one who has had experience knows white lead and oil is an inconvenient, messy, unattractive and time-consuming com-

modity to handle. Prepared paint is just the opposite. It is put up in cans attractively labeled which make a handsome shelf and counter display when rightly handled. It is convenient and easy to handle, and the display advertising supplied by the leading manufacturers adds much to the appearance of the store interiors. In addition to this, prepared paint allows of attractive and striking window trims which create business. You could hardly trim a window with white lead and oil, and if you did the average householder would not be influenced to paint thereby. The workman buys prepared paint and so does the houseowner, or householder, who, on the summer evenings after work, will brighten up his fences, barns or even the house itself. This class afford an outlet for the sale of prepared paint and shelf goods which cannot be reached by lead and oil.

Prepared paint manufacturers are satisfied to confine the sale of their paints to one merchant in each locality. They are prepared to advertise your store by advertising their paint. They will give you booklets, enclosing slips, newspaper electros and, in fact, every possible assistance is afforded to push the sale of paint. This has the effect of advertising not your paint department only, but your entire store, for you know the desirability of having people come into your store, how you can often sell one man hardware who comes after rope, another man paint who comes for nails, and so on, until finally you have made customers of them for all time. This is one of the greatest advantages in handling a line of well advertised and favorably known prepared paint, the people come to your store. In the case of lead it is entirely up to the painter. Prospective customers for prepared paint can be shown color cards, samples, etc., of the actual goods, in fact, a clever salesman can make the buying of paint for a house of as much moment to a woman as the buying of a gown, and a matter of lively interest to a man as well. Some of the leading prepared paint makers have established a department in connection with their advertising which places the merchant in the smallest town on a par with decorators in the largest centres. The manufacturers if furnished the name, address and all available particulars of the prospective job, will send color sketches, samples of rugs and curtains for interior decorating, etc. In short, this service is exactly the same as would be afforded by a high-class and costly decorator. And the paint, varnish and stain for the work is sold, not direct by the manufacturer who does all the work, but by the local dealer. All the inquiries received by extensive magazine and newspaper advertising are referred to the nearest agent to buy the goods. Then there is the personal letter system used by the leading paint houses. Personal letters, addressed on good paper, under two-cent postage, are written to prospective paint and varnish users, giving good logical reasons for painting with their particular make of paint and advising where it can be purchased in their neighborhood.

Profit.

The question of profit is, of course, most important, and without going into specific figures, it is well known that prepared paint allows a larger margin of profit than white lead, the latter being to the hardware merchant something like sugar is to the grocer, an unprofitable staple, sold on a very, very close margin.

Another feature which comes strictly under the heading of profits, is that the merchant selling prepared paint is in a position to carry a full line of "shelf goods." You, of course, know that shelf goods include varnishes, stains, floor paints, paint and varnish remover, screen enamel and a host of similar specialties which the housewife is in constant need of, and, in fact, there are practically none of your customers who would not at some time or other buy a certain quantity of shelf goods if they were noticeably and attractively displayed. And the profits on this line of goods are most liberal.

To sum the situation up, it may fairly be claimed that prepared paint is the modern method of selling paint. The same transformation has come about in many other directions than paint, within the last few years. We travel much faster over the land, we can if we so desire venture under the sea, and a few valiant souls have even taken wings unto themselves and are doing fairly well considering. These things all represent progress. And so prepared paint is the modern method, up-to-date, if you will, both in the manner of manufacture, selling and advertising of painting materials.

DISSTON'S NEW CANADIAN WORKS.

Henry Disston & Sons, saw and tool manufacturers, Philadelphia and Toronto, have purchased four acres of land on Fraser Avenue, Toronto, on which to locate their Canadian works, the present premises, although built specially for the Disstons, having proven too small.

The company has set apart $250,000 for this purpose, and in March two two-storey brick and steel structures will be erected. These buildings will be 260 x 60 feet, and 177 x 53 feet. There will also be erected separate buildings for boiler-house and engine-house. Although these buildings will not occupy one-quarter of the site, the Disstons thought it well to provide for the future.

The present intention is to remove the plant now situated on Adelaide Street to the new site and there continue the manufacture of lumber mill saws. All new machinery will be installed and the home works at Philadelphia are now busy making the latest special machines for the Toronto factory. The new buildings to go up next month call for an expenditure of about $70,000, and will give employment to 75 men.

Wm. E. Radcliff, the Toronto manager, could not state definitely how much further the company is prepared to go, but it is believed that next year great additions will be made to the Toronto plant by the erection of new buildings to look after the manufacture of hand saws, files and general hardware tool lines. The lumber industry in Canada is quiet for about five months every year and this causes a consequent quietness in the saw works; and then the French tariff which places the maximum rate on goods made in the United States gives a third reason for enlarging the Canadian plant.

Electric energy will be employed to run the machinery at the new works.

THE CUTTING IN STEEL.

George E. Drummond, of Drummond, McCall & Co., Montreal, stated that prices for Canadian products would not be affected by the cut in the States. Steel rails and pig iron, for instance, were already cheaper than cutting would be likely to render similar products in the States. So far as import stuff was concerned, the case was different. The trade generally would get the benefit of any reduction going. Mr. Drummond believed that the action of the U. S. Steel Corporation would do a great deal of good. It would tend to stimulate buying.

The Canadian selling agents at Montreal of the United States Steel Products Export Co., for galvanized and black sheets, etc., state that there has not been any change in prices in these lines for the Canadian markets, the reduction announced having been in the selling prices for the United States market and not for export. It is also stated that the charge does not affect their prices for any class of wire in the States or in Canada, but is all confined to heavy material.

Chas. L. Bailey, Toronto, representing Wm. Jessop & Sons, Sheffield, England, said the reduction applied only to structural iron, such as angles, girders and beams used for construction purposes and in the manufacture of agricultural implements. It might also apply to the bar iron and rods of certain low grades.

S. Samuel, of M. & L. Samuel, Benjamin & Co., thought the reduction would have only a sentimental effect on the Canadian market, as special export prices were made for iron and steel entering this country. The iron and steel market has undoubtedly been in a depressed condition. It is a question, however, whether this reduction is not made with a view to influencing the recommendation of the forthcoming tariff commission in the hope of having the wage earners bear some portion of the probable reduction. On the other hand if the reduced price is bona fide the effect on the market will be perceptible as the anti-dumping clause will not be operated. Meanwhile it may affect the placing of immediate orders until buyers are able to see which way the market will turn.

Belleville has received a proposition from the Burrell Rock Drill Company, for the erection of new buildings and plant on consideration of exemption from taxes and free power.

Hardware Conditions in Great Britain

(By Hardware and Metal's European Correspondent).

Sheffield, Feb. 18.—Some manufacturers profess to be disappointed that trade has not moved forward more quickly. That it is not stagnant is apparent from the fact that more men are being put on, and in some instances extra shifts are being worked at the stell foundries and cutlery and plate works. Trade has been so bad that is recognized by the bulk of manufacturers that it is better that it should revive gradually, and that is what is happening.

But no sooner does one difficulty disappear than another makes its appearance. Last month I said that one dispute affecting a section of the engineering trades had been ended. Now there is another. In all parts of the country the Employers' Federations have notified the men that their wages are to be reduced and the men refuse to "take it lying down." In the Manchester district the reduction sought to be imposed was 2s.

SIR JOSEPH JONAS.

per week on time and 5 per cent on piece work, now it has been altered to 1s. and 2½ per cent. The Trade Union Leaders recommend the men to accept the amended terms and the result of the ballot will undoubtedly be in favor of this amicable settlement. In Sheffield the men are holding out against a 1s. reduction on time rates and 2½ per cent. on piece, but there is no doubt that the lower rates are inevitable. The masters are very firm in their attitude.

A New High Speed Steel.

Something like a sensation has been created by the pronouncement made by Professor Arnold, of the Metalurgical Dept. of Sheffield University, that it is probable there will soon be on the market British steel with quadruple the cutting power of any known to metallurgy.

He was dealing at the time with the statement made by Mr. Carnegie that the decadence of British steel metallurgy is well advanced. The professor averred that speaking not only on general grounds that scientific progress was inevitable, but also on specific facts within his knowledge, he was strongly of opinion that in a short time the best high-speed steel to-day is destined to become a "back number."

I have gone into this matter with several steel makers, and have come to the conclusion that there will not be such an upheaval in the steel industry as the Professor's statement seemed to indicate. The secret rests with one firm, Jonas & Colver, and I understand that the process is not very different from the one employed in the manufacture of high-speed steel. There will be no scrapping of machinery.

If workshop practice demonstrates that the new steel will do all that is predicted, then Sheffield's reputation as a leading steel city will be further justified.

Further inquiry reveals the fact that the new steel is already on the market. The head of the firm who are the makers is Sir Joseph Jonas. "It is hardened in water," he said in the course of an interview, "and shows a remarkable increase in hardness over the present high-speed steel. Rigorous tests reveal that it has at least four times the cutting power of any other known steel of this class."

He pointed out that it is not likely to revolutionize machinery again, as machinery has already been modified greatly in consequence of advances in high-speed steel. The present circumstance is that machinery is stronger than the cutting steel, but the new steel will give to tools four times the durability they possess at present.

It has been demonstrated that a tool made from the steel can be hardened seventeen consecutive times without showing signs of a crack.

Sir Joseph Jonas is a remarkable man of exceptional business capacity. He is a German by birth, but has been so long in Sheffield that there is nothing he does not know of value about Great Britain and her industries, especially those allied to steel. Sir Joseph believes in business first, and pleasure a long way after, and this has no doubt had a good deal to do with the success he has achieved as a steel manufacturer and a public man. When he was made Lord Mayor of Sheffield in 1904, he told the story of how he arrived at the Midland station, not very many years before, a stranger to the city. Now he had achieved the highest dignity.

After his Majesty the King visited the city to open the new University buildings during Sir Joseph's Lord Mayoralty, the whole city was delighted that his Majesty had decided to confer the dignity of knighthood upon Sheffield's first citizen.

High-Speed Steel Litigation.

Last month I dealt in detail with the action instituted by the Bethlehem Steel Company, of Philadelphia, against a user of high speed steel. At that time judgment had been reserved. The Bethlehem Steel Company have since lost their case, which means that they have failed in their attempt to secure the monopoly of the manufacture and sale of high-speed steel in America.

It seems rather strange that any one firm should endeavor to uphold a contention that they had the sole right to use the high-heat treatment, which is the only known method of making the steel do the work which has made high-speed steel gain such a vogue.

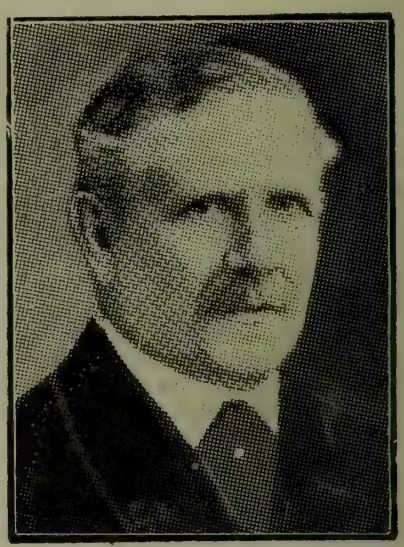
The decision, of course, has been received with jubilation in Sheffield and other steel centres from which high-speed steel is sent in big quantities to the United States.

I hear it was solely this action which led Jonas & Colver to make the experiments which have resulted in the new steel.

Death of Steel Magnate.

Everyone was very sorry to hear of the rather sudden death of Dr. Francis Elgar, at Monte Carlo, where he was spending a holiday. He was the chairman of Cammell, Laird & Co., the big armament steel and shipbuilding firm which is well known in Canada and other parts of the world.

He was one of the best known authorities of the day on naval architecture,



DR. FRANCIS ELGAR.

and the biggest shipbuilding companies were in the habit of consulting him whenever they contemplated any departure in building. At one time he was a director of His Majesty's dockyards.

Undoubtedly the strain of directing the reorganization of the company told severely upon him, and considerably shortened his days.

A New Zinc Trust.

Definite information is to hand as to the new Zinc Trust which has been formed on the Continent. It will consist of a combination of the various unions already in existence in different countries and will thus take in almost the entire European output of zinc. The most powerful partner will be the group of German works, together with the Belgian undertakings affiliated to them. The next group consists of the old Franco Belgian works. Besides these groups of producers must be mentioned the English works, about five in number, who do not belong to the Union,

but in the opinion of the German representatives will give their adhesion.

No effort will be made to include the American Zinc foundries in the combine, chiefly on account of the prevalent opinion held by members of the Union that exports of American Zinc will not be a factor to be reckoned with for some time.

The first object held in view by the Trust, which is to be called the Zinc Founders Union, is the regulation of the output by means of a system of quotas assigned to the various members, and it is the difficulty experienced in fixing this which has hindered the definite formation of the union for about a year. The quotas are now arranged on a sliding scale, which will be extended or contracted just as the demand becomes active or grows dull.

At present, no prices will be fixed by the Union, but it is only to be expected that this will come in the near future. At any rate, a rise in price will be looked for before very long. It is intimated that if new Zinc works are erected outside the Union of such a capacity as to disturb the state of the market, the Union will be dissolved forthwith.

The Tin-plate Trade.

The Board of Trade annual returns of exports of tin-plates show that although the total volume of trade for 1908 fell slightly below the total of 1907—a record year—the exports were eminently satisfactory amounting to 403,007 tons, as against 405,328 tons in 1907, a decrease of 2,321 tons. The year 1908 will, therefore, rank amongst the most prosperous in the Welsh tin-plate trade. A remarkable fact is that the United States imported more Welsh tinplates last year than in 1907, the total for 1908 being 60,602 tons, as against 58,-920 tons in 1907. Canada imported 17,-808 tons in 1908, compared with 20,101 tons in 1907, and 19,975 tons in 1906. More trade was done in 1908 than in 1907, with Russia, Belgium, Portugal and Australia.

No effect has been experienced in the tin-plate trade consequent upon the establishment of works at Morrisburg, Ontario. R. A.

BLACK OIL FINISH ON STEEL.

Many articles are found in the market with the black oil finish. It is also known as the burnt oil finish. It is a finish quite extensively used on hardware, particularly mechanics' tools, like wrenches, chisels, pliers and similar implements. While there are several methods of producing it one of the best is the following suggested by the Brass World:

The article to be finished is heated in a furnace, to cherry redness, and then plunged into oil (preferably lard oil). The article is then removed and the oil burned off in the furnace. After this has been done it is immersed in water. The oil must be kept cold when a large number of tools are to be treated, as the heat will cause it to burn. After the immersion in water, the surface will be found black and protected against rust. In order to bring out the best surface, a light film of linseed oil is applied to the article, and the excess then wiped off.

Tents and Camp Supplies

Hardware Men Who Handle Sporting Goods Can Make Money on Taking Orders for Awnings, Tents, Camp Furniture and Campers' Outfits.

Why should not the average hardware merchant sell tents, awnings, bunting, flags and general camp supplies?

Is there any valid reason why he should not extend his business opportunities and possibilities to cover these lines? As it is now in the smaller towns and cities outsiders usually come in with these goods and reap the profits. The suggestion that the hardwareman should take up such articles does not imply that he should lay in a heavy stock and invest capital in the articles which are largely seasonable, but he could advantageously represent some reputable house and take orders from catalogues, especially for spring and summer delivery.

No one, for a moment, would expect him to have a big consignment of tents, awnings, flags or camping utensils, but he should place himself in a position to meet and supply the demand which, in certain centres, might not be large, but with cultivation and judicious advertising would be bound to grow.

While hardwaremen generally go more or less extensively into sporting goods such as guns, rifles, ammunition, fishing tackle, skates, hockey sticks, lacrosse sticks, it is but one step further to be in a position to furnish tents and the usual camp, hunting or tourist requisites.

A careful survey of the field would lead to the conclusion that the venture is worth trying at any rate, and does not involve much outlay. As it is now several manufacturers and jobbers report that they frequently receive orders for tents, bunting and flags through hardware dealers, and they see no reason why this trade and connection cannot be developed with mutually satisfactory results.

What the Dealers Say.

The D. Pike Company, Toronto, have several hardwaremen who sell their goods, particularly in the West. They believed that the hardwareman was in a good position from the nature of his business and the fact that he handled sporting goods, blankets, etc., to take orders and be on the lookout for the tent, hunting, awning, sail and kindred articles which he could dispose of mostly by catalogue. Such business would fit in very well with hardware.

John Leckie, Limited, Toronto, also has hardwaremen carrying their goods in Cobalt, Sudbury, Sault Ste. Marie and Port Arthur, where many mining, prospecting and fishing parties are outfitted each year. In the smaller places in the old and more settled portions of Ontario, it would, perhaps, not pay the dealer to lay in a stock, as the business was to a certain extent limited, but they received more orders from these centres from hardware merchants than from any other class of merchant.

Wm. Bartlett & Son, Toronto, manufacturers of awnings, etc., consider that hardwaremen would not be able to take orders for awnings of the rolled type, which are operated by a chain gear, as it requires an experienced man to make the proper measurements, to know the character of the structure to which these awnings are to be attached; and in addition, they are difficult to put up. So far as pulley awnings are concerned, to take the measurements for these, which are operated by a rope and pulley, is simple. The awning can easily be attached to a store front by one man. There is no reason why the hardware dealer should not take orders and do business for this style of awnings, they being more used in the smaller towns than awnings of the roller type.

Camp Outfit Problem.

Mr. Bond, of Rice Lewis & Son, Toronto, said that it was but a natural step for the dealer supplying sporting goods to handle outfits for tourists, prospectors and campers. As soon as this firm moves into its new building on Victoria Street, it intends to go extensively into the retailing of hunters' clothing, camp beds and chairs, camp stoves and reflectors, as well as collapsible aluminum cooking outfits, which contain all the table requirements for a party of four and yet weighs only 4 pounds. In reference to the sporting goods line, Mr. Bond tells an amusing story with a rather good point to it which might be pertinent to the camp outfit trade. A hardwareman complained to him recently that even his best and oldest customers went directly by his store door to the neighboring town of Orillia to buy their guns and rifles.

"Do you know," he rather innocently inquired, "I can't understand it?"

"It is strange," was the reply. "How much of a stock do you carry?"

"I don't carry any," answered the caller, "but you would think customers would come to me any way to make some inquiries."

"Well, suppose you place a few rifles in stock and see what you can do," was the rejoinder.

The visitor accepted the advice and is now doing a good trade in sporting goods.

HOME-MADE FIRE EXTINGUISHER.

An inexpensive fire extinguisher may be made by taking twenty parts of common lime; salt, five parts, and water, seventy-five parts. Mix well and put in thin bottles. In case of fire a bottle should be thrown so that it will break in or near the fire, when the gases liberated from the water, salt and lime solution will put it out. This mixture is said to be better and cheaper than that used in many of the high-priced fire extinguishers installed for fire protection.

The Maniwaki Electric Company has decided to increase its lines next summer in a southerly direction from Blue Sea Lake to Gracefield and in a northerly direction from Maniwaki to Bois Franc, River Joseph and Montcerf. When these improvements are completed the company will have 30 miles of line.

HARDWARE AND METAL

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THE STOVE PEDDLER AGAIN.

A retail hardwareman in Western Ontario complains that the stove peddler is operating in his district and succeeded in selling a number of ranges before he was aware they were at work. While the problem now is to curtail the amount of damage done it is always better to lock the stable door before the mare is stolen.

How does the stove peddler work? He descends upon a community with a carload of ranges and a staff of expert salesmen who drive out into the country in all directions seeking customers. They drive up to a farm house and while the leader is doing spectacular work to impress unpon the farmers the unbreakable qualities of the malleable range, an assistant is usually pumping the farmer's wife or daughter for information, and gathering together some selected sticks of fuel in case a demonstration can be secured. The range is dumped off the wagon, jumped upon or hit a glancing blow to show its soundness and, if possible, the old range is taken down and the new one set up. Then the farmer is taken in for a big price on a note extended over two or three years. In this way the peddlers get rid of their stock and get ahead of the unprogressive dealer who sits in his store and waits for business to drop into his lap.

The merchant with modern ideas will not wait for the stove peddler to appear on the scene. He will go out after business himself and knowing that his community may be the next place visited he will warn his farmer friends not to be taken in by any "smart Alecs" who try to unload high priced ranges on them without giving time for investigation. A circular letter sent to the farmers and townspeople urging them to buy nothing without comparing with the goods displayed in the local hardware store will receive attention. Then back this up by a plain talk showing that the so-called high qualities of the malleable range are doubtful advantages. Ask them to see if the fire pot and grates of a malleable range are malleable or cast iron before buying. And tell them that if the malleable range manufacturers find it necessary to use cast iron in the places where the heat and strain are the greatest that all the noise made in banging the top of the range is mere show and sham. Point out that a range of equal quality can be had at the local store for from half to two thirds the price the stove peddler asks and if any repairs are needed they can be secured from a man on the spot without delay.

The hardwareman who adopts this line of action need not be afraid of the stove peddler. Newspaper publicity and the use of the store mailing list—combined with up-to-date methods in canvassing the district for business—are the best means of combatting the competition of peddlers and catalogue houses.

PROFITS IN CEMENT.

At the annual meeting of the International Portland Cement Company, at Ottawa, a few days ago, it was announced that the orders for 1909 delivery, taken up to Feb. 15, show an increase of over 23½ per cent. over previous years. The financial statement for the year ending Nov. 30, 1908, showed net profits of $217,227, the earnings being at the rate of about 18 per cent. on the outstanding capital.

This is an excellent record for an off year such as 1908 was and must be accountable to the company having some large contracts covering the season's business and booked early in the year before the prices were broken.

Last summer conditions in the cement industry became so unsatisfactory that several of the smaller concerns shut down their mills indefinitely. Building was dull and the establishment of the large Lehigh plant at Belleville, together with the enormous output of the existing concerns, overstocked the market, prices tumbling in the fall to the record low level of $1.30 per barrel, plus the usual charge of 40 cents for sacks. And that these conditions are no better as yet, is shown by the Hamilton civic contract for 1909, for which the quotation was $1.23½.

This year, too, will see the opening of the Canadian Portland Cement Co.'s mammoth mill at Port Colborne, built to supply the western trade, one order received from the west for delivery in 1909 being for 80,000 barrels for the Winnipeg municipal power plant, this being the largest order for cement ever placed in Canada.

The agitation in favor of changing the selling base of cement from the 350 pound barrel to the 100 pound bag is making headway, and the large cement companies are gradually coming to a realization of its advisability, although it means the replacing of their millions of cotton sacks from the 87½ lb. to the 100 lb size. Paper sacks are also being used more extensively and are being found very satisfactory for the work.

The coming season, beginning with prices from 50 to 60 cents lower than a year ago, does not hold out the same possibilities for profits as were earned in 1908, according to the report of the Ottawa concern, of which Sir Sandford Fleming is the president.

KEEPING ACCOUNT OF EXPENSE.

Prosperous merchants often place too little importance on the exact keeping account of expenses with the result that there are many small "leaks" which eat into the profits and which cannot be accounted for at the end of the year. Stove dealers may be included in this list, for they are quite likely to ignore such expenses as labor caused by men setting up these goods in homes, costs of repairing, expense of draying and display.

They often do not think of figuring in running costs and then may feel bitterly disappointed when the total net profits do not balance with their ideas. It is an especially easy task to arrive at an accurate cost of stove handling and it should be done so the dealer can more readily see whether or not he is getting sufficient profits from each one sold.

CUT IN STEEL PRICES.

The cutting in steel prices by the independent firms in the United States, which has been going on for some time, and to which we have alluded in the columns of Hardware and Metal, has been followed by an open market announcement from the Chairman of the Steel Corporation. It cannot be said that such an action was unexpected, although the firm stand taken by the Steel Corporation during and following the panic of October, 1907, made opin-

ion far from certain on the point. It was realized that the steel magnates might hold to prices now just in the same way, and that therefore it was unwise to be too positive as to any change. But Judge Gary settled all doubts on the question by a declaration that the Steel Corporation had decided to give way in the hopes of improving a situation rendered gloomy by the dull state of trade, the outside cutting of prices which unsettled the markets, and the uneasiness as to the tariff.

In his announcement conveying the momentous news, Judge Gary said that in view of the fact that stocks on hand at the time of the panic had been dispersed and contracts taken care of, the need for maintaining prices had been modified. The leading manufacturers had determined, therefore, to protect their customers and to sell at such modified prices as may be necessary in order to retain their fair share of business. There is no doubt that the cutting going on by the independents, and the uneasy feeling engendered by the non-committal attitude of the Steel Corporation, was producing a situation that was far from being in the best interests of the trading of the country. The metal markets, while not being directly swayed by the iron and steel conditions, were sensitive to the lack of stability in iron and steel, while the dullness of trade, produced by customers holding off in anticipation of something happening, was adversely affecting the natural development of commerce.

The eagerly anticipated remedy has now come, the big manufacturers are out in the open market and drastic cuts not only in steel, but in pig iron, are reported. There has been heavy selling in U. S. Steel stock, and for the time being there is naturally a chaos existing. At present it is impossible to determine what are the real figures obtaining.

Of course the disadvantage of cutting is that consumers, unless they are in immediate need of material, will hold off in the hopes of further reduction, an action which further tends to weaken the position. Cutting in itself does not create a demand. If no structural material be needed throughout the country, if the railroads are supplied with the metal they want, then all the cutting in the world will not bring about a buying movement, unless it be of a speculative character. But when there is a demand waiting only for the existence of prices which will enable more profitable working, when the railroads are hanging back until they can buy in what they think should obtain—a cheaper market—then a cut is the only remedy. The immediate results of this cut in steel products will not probably be productive of much good. There will be a holding off by consumers to see if the prices can be further reduced, and the markets will have to stand some buffeting. When, however, prices have adjusted themselves on rock bottom, when the consumptive needs of the country can no longer be held back by the barrier of what is considered too high prices, then the buying movement will commence in earnest. Undoubtedly there are many large contracts pending, and when buying really starts a general movement will take place all the way along. It is extremely likely that this action of the U. S. Steel Corporation will help the copper market which is at present weak. Taking everything into consideration the cut came at the right time, as the markets have now a chance of settling down on a more solid basis.

So far as Canada is concerned, the general opinion is that while home products will not be affected, as they are already at figures equal to if not lower than, the cutting likely to occur in the States, many kinds of imported stuff will be cheaper. It is stated that there will be little change in prices so far as the U. S. Steel are concerned, at which orders for the Canadian markets will be booked. The prices have been cut for home trade and not for export. The prices in this market are already lower than any reduction which are likely to take place in quotations in the United States market, the figures for this market being fixed more with a view to meet British and Continental prices. Importers, generally, however, are inclined to believe that many lines will be lower, as they will naturally offer their customers any advantage they are likely to get in the U. S. markets. The tendency, therefore, seems to be for certain lines to become cheaper in this country.

COURTESY TO TRAVELERS.

At the recent convention of the Ontario Retail Hardware and Stove Dealers' Association the friendly feeling for that great moving army familiarly known as commercial travelers, was evidenced in a number of speeches delivered by the trade, and also by the action of the Association in deciding to admit travelers as members, which will enable them to attend the open sessions of the gathering and confer with the hardwaremen on matters of mutual interest. It is only by the trade and the traveler working hand in hand that the best results are attained and any misunderstanding cleared up. Nothing but contempt was expressed by every hardwareman present for the man in business who did not extend to the traveler every courtesy and attention, whether the merchant wanted to buy goods or not. One member declared: "I always give a fellow on the road a hearty handshake no matter how much I may be loaded up with commodities in his line. An encouraging word goes a long way even if you cannot place an order with him. You will find that traveler in a position to help you some day and he will give you a tip or put you next to some snap which will repay you many times over for any time taken up in talking to him."

All successful merchants recognize that travelers are their best friends and feel that, if any favors are going, it is from the representative on the road that they receive them, rather than from the house. Very few business men nowadays buy direct. They can do better with a traveler who gets close to his customer, appreciates his wants and knows his field and district more intimately than the firm in whose service he is.

The traveler is the forerunner of all improvements in every kind of goods and knows exactly the state of trade. He is intelligent, alert and watchful of the best interests of his house and of the line of wares which he represents. He is also practical and in touch with every phase of conditions which affect the trade. He is an educating medium between the wholesaler, the manufacturer and the retailer in exactly the same manner as the latter is a source of much information and the disseminator of knowledge between the business in which he is engaged and the consumer. A traveler is in a position to give the business community many pointers as to the latest ideas and most practical and successful methods of merchandising, and if there is failure or fraud abroad he warns the customer, who, in turn, can protect the public. In other ways and in every sphere of mercantile activity the man on the road is the best and truest friend of the retailer, and happily the great majority of the latter know and appreciate his wisdom, worth, business insight and helpful co-operation.

COLLECTION LETTERS BRING RESULTS.

Adamson & Sproule, Orangeville, write: "Your letter duly received covering "A. G.'s" account of $6.20. Accept our thanks for caring for the proceeds. They come to us in all manner of ways through the faithful efforts of the Association's valuable "inviters."

Retail dealers who complain because their customers send out of town for goods might, in many instances, secure the trade if they would offer to send for articles they do not have in stock. Hang up in your store a sign reading, "If we haven't got it we'll get it," and then stick to the motto, and see if it does not have a good effect in holding old customers and attracting new ones.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 74.)

MARKETS IN BRIEF.

Montreal.

Copper—Cut of ½c.
Lead—Back to $3.70.
Antimony—Cut of ½c. in Cooksons.
Brass—Weaker.

Toronto.

Turpentine—Drop of 2c.
Copper—½c. lower.
Lead—Up 1c.

MONTREAL HARDWARE MARKETS.

February 26.—Trade continues to improve all the way round, although the local business is not quite so good as it should be. It cannot be said that the real spring movement has started as yet. Trade is undoubtedly opening out, but the real swing has not arrived. Another week or so should make all the difference, as with lower freights in April orders will be accelerated. What booking has occurred is not bulky, and dealers still seem to hesitate to place anything but sorting-up orders, Undoubtedly stocks are light, and the danger seems to be more than ever pressing that things will be left so late that congestion will occur when April arrives. The Maritime Provinces are booking steadily, and prospects there look very promising. Conditions seem to be much more staple in this part of the country than elsewhere, and reports generally are very encouraging. The Northwest is somewhat slow in opening up, but travelers are very sanguine that the spring movement will soon develop good strength.

Builders' hardware has shown much better strength, and it is evident that the reports as to a promising building season have not been without effect. Lumbermen's supplies are also moving well, while sugaring supplies are in good demand. Household utensils, especially the spring cleaning side, are developing in strength. There has been a good spurt in bolts and nuts, and it is evident that dealers are taking into account the lowness of their stocks. The markets generally are firm, although one or two changes seem threatening.

BUILDERS' HARDWARE — There has been a much stronger movement in builders' hardware, and good trade is opening up. The promise of a great building season seems to be stimulating trade. We continue to quote: Discounts on door sets, 50 and 10; escutcheons, 50 and 10; escutcheon pins, steel, 50; brass, 55. Spring hinges, per gross, No. 20, $9.

SPRING LINES—Trade in these lines has shown improvement, although it cannot be said that the spring movement has started fairly and squarely. Conditions are shaping that way, but the snap to trade is still lacking. The bookings are not of the bulk generally associated with this time of the year. They are more of a sorting-up character, and the fear is being generally expressed that the heavy spring ordering will be left so late that congestion may occur in the shipping arrangements. Harvest tools, lawn mowers, hose, hose nozzles, lawn sprinklers, gardeners' tools, ice cream freezers, screen doors, green wire cloth, and poultry netting are showing greater strength in shipment, although the heavy movement will not take place until later on. Egg crates are commencing to move for immediate shipment. We quote: Screen doors, stained, $7.80; grained, $8.10; poultry netting, 60 and 2½; green wire cloth, $1.70 in 100 feet rolls.

SPORTING GOODS—The movement in general sporting lines is still quiet. Baseball outfits are in some demand, but the greatest strength is being shown by guns, ammunition and fishing tackle. We quote: Dominion rim cartridges and C B caps, 50 and 2½ per cent.; B.B. caps, 50, 10, 2½ per cent.; Crown black powder, 18 per cent.

HOUSEHOLD UTENSILS — Housecleaning utensils are showing much better strength, and some good assorted orders have been received for carpet sweepers, wash tubs, wringers, brooms, pails and polishes. Tinware and graniteware continue in good request, although the demand has made no decided improvement. We quote: Carpet sweepers, $2 and up; sad irons, Mrs. Potts', No. 55, 75c; No. 50, 80c per set; asbestos $1.50; cake makers. $17.25 per dozen; bread makers, $18 per dozen and upwards.

LUMBERMEN'S SUPPLIES — Immediate sorting-up orders in boot calks cant hooks, peavies and binder chains continue to show good strength, and it is evident that a steady demand for these articles continues to show. We quote: Boot calks, $4 to $4.25 per 1,000; wing calks, $6.50; cant hooks. $12 to $16 per dozen; axe handles, $1 upwards; axes, $6 upwards.

SUGARING SUPPLIES— Sugaring supplies are showing very good strength, and the season promises to prove better than the average. Sap spouts and pails are most in evidence. Bits are quoted at 50 off.

BOLTS AND NUTS—The demand has become more active and trade is assuming good proportions. It is evident that dealers are taking into account the lowness of their stocks. We quote: Discounts on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

SCREWS—Screws are also showing better strength, and some good orders have been received, Here again the lowness of the stocks in dealers' hands is evidently stimulating a call. We continue to quote: Discounts at 85 and 10 off for flat head bright; 80 and 10 off for round head bright; 75 and 10 for flat head brass and 70 and 10 for round head brass.

WIRE—Trade is opening up well, orders being of good strength and showing promise of better things. We continue to quote: Plain wire, $2.30 base; barb wire, $2.65 in straight and mixed car lots, and $2.70 in small lots. Galvanized wire, No. 9, $2.35 in straight and mixed car lots, and $2.40 small lots, f.o.b. Montreal. Coiled spring fencing, $2.65 straight and mixed car lots, and $2.75 small lots.

BRIGHT WIRE GOODS—Trade continues to show up well, and the recent alteration in gate hooks and eyes, and screw hooks seems to have stimulated much business. We quote: Gate hooks and eyes, and screw hooks at 60 and 20 per cent.; stove pipe eyes, screw eyes, and square hooks, 60 per cent.

TORONTO HARDWARE MARKETS.

February 26.—Quite an noticeably improved situation prevails this week as compared with last week and the week before. Orders are pretty plentiful and some of the warehouses are compelled to bring back their help in the evenings to properly get things out. A number of orders are for future delivery, but sufficient of them are for present shipment to create a satisfactory feeling among the trade.

General sorting lines have the call just now, but spring goods ; household utensils for kitchen and cleaning purposes, lawn goods ; screens ; and articles of like nature are free in demand. Prices are unchanged from last week, and it is not known yet whether or not the steel and iron price cutting in the United States will affect the cost of manufactured hardware lines in Canada.

Jobbers in builders' hardware report very good trade and the indications point to continued good business.

SEASONABLE LINES—Winter goods are again slow and in this line the past week was a quiet one. Stocks are low now, and jobbers are thankful that they did so well considering the openness of the present winter season.

WIRE NAILS—The cut price of $2.20 quoted last week rules now in the trade, and business is fairly steady.

SPRING GOODS—Orders have taken a jump and future calls while not heavy are satisfactory. They are much in advance of this time last year. In fact business in this regard is nearly back to normal.

BUILDERS' HARDWARE — Very good trade is being done, and the expectation is that the present and coming season will see a big call for varied

lines. Novel designs in door sets are shown and the better class of goods is asked for in preference to the common and ordinary grades.

ROPE and TWINE—Pure Manilla twine is 11½c. Orders are light, but sufficient for the season. No doubt later on when the hardwareman is able to estimate more accurately his wants demand will increase.

WIRE—Some speculation is indulged in with regard to wire because of the cut prices on iron and steel prevailing in the United States. However, no authority has as yet come forth to state what is likely to be the outcome, although on all hands quite a number aver that prices will remain unchanged, and to the observer it looks that way. Galvanized barb is $2.90, and plain twist, $3.20. Coiled spring wire continues at $2.75 for Number 9. Galvanized wire is still quoted at Pittsburg, base sizes 6 to 9, $2.25. Less than car lots 10c. higher. Wire nails are unchanged at $2.30; poultry netting at 60 and 2½, and green wire cloth at $1, $6 in 100 ft. rolls.

HOUSEHOLD UTENSILS—Demand is splendid, especially for kitchenware. Enamelware and tinware have the biggest call, but tubs, brooms, wringers, mops and cleaning articles are asked for in a satisfying manner.

HEAVY GOODS—Although quoting the old prices and not anticipating any change, still it cannot be overlooked that the cut on iron and steel in the United States is expected to have some effect on bar iron in Canada. Jobbers however, state that the Canadian prices are yet below the lowest United States quotations, and say they cannot go lower. Business is only fair. Bar iron is yet $1.95. Stove bolts are 80 and 7½. Bright and steel wood screws, flat, 85 and 10 and round head, 80 and 10 per cent. Brass screws are, flat, 75 and 10 and round head, 80 and 10 per cent. Brass screws are, flat, 75 and 10, and round, 70 and 10.

MONTREAL METAL MARKET.

February 26.—The continued weakness in the New York copper market has induced lower figures locally, as we anticipated last week, and jobbing prices for copper have been cut ½c, making quotations around 14½c. Brass values are also weaker, but no definite changes have yet been announced. Lead, generally, is back to $3.70 again, while antimony is cut ½c, making the price for Cooksons 9c. Tin, however, is firm. Although a fair amount of metal is going out for immediate delivery, trade is not quite so good as was expected. The promise of January has not been fulfilled this month. There is no doubt that the feeling of uneasiness as to the markets in tin and copper is keeping a lot of business back. For the time being, too, the cut in the United States Steel Company's products has not tended to improve matters, although eventually it should do so. Copper and tin are very sensitive at present, and anything that unsettles trade conditions affects the metals. Locally prospects continue to look hopeful. Inquiries are good, and there is a lot of business to come at some time or other.

Tin, in the primary markets, again made a jump this week, the bulls getting the upper hand. Owing to the concentration of supplies there has been difficulty in getting spot tin in New York, and this situation helped to advance the market. There was a slump when it was announced that the Banca sales would be increased in tonnage offered, but the rally was very sharp. Tin is in strong control, and the tendency always is for higher figures in April and May. Copper is in a weak state. Consumption continues very bad, while the English market appears to be getting weaker and weaker. This makes it harder for producers to hold prices. There is an enormous amount of stock in the States, but fortunately it is held strongly. Still there can be only one effect of the holding off in buying—lower figures. Lead continues to grow in strength in the English market, and is assuming respectable figures again. Spelter also continues to advance in London, although at East St. Louis conditions are not so good. Cleveland warrants are weaker in the Old Country, although the home trade is keeping up well. The great sensation has, of course, been the announcement of an open market by the U.S. Steel Corporation. The need for the maintenance of prices having gone by, and the market being cut by outside firms, the steel magnates decided to force the hands of the former and to bring about more uniformity to the markets by reducing prices themselves. For the time being it is impossible to find out what scale of prices are now ruling. But the markets will soon settle themselves. It is generally believed that business will greatly be stimulated by the action, and the long expected rally in consumption now set going.

PIG IRON—There is a better local inquiry, and some fairly large contracts have been placed. Stocks in consumers' hands are down to a low ebb, and many users have been compelled to replenish at comparatively stiff prices, owing to the winter freights. Local furnaces making foundry iron still have tonnage for sale, and are offering their surplus for prompt delivery at prices which are below the limit of imported metal. The reduction in steel prices in the States, while not likely to influence home products, so producers say, as the prices ruling here are lower, will probably affect the selling price for imported goods. It is the opinion of the jobbing trade that while there will be a cut here in many classes, the comparative reduction will not be so great as in the States, owing to the fact that export prices have been lower all the way along than the home quotations. We continue to quote: Middlesboro, No. 3, $19.50; Summerlee, No. 1, $21 to $21.50; No. 2, $20.50. Despite the fact that Cleveland warrants are quoted at 47s., 1s. lower than last week, the English market is improving both for pig iron and steel, the ship-building industry taking more material. The poor demand from the continent, however, is tending to keep prices lower.

TIN—There is no change to note in tin quotations, the jobbing prices remaining firm around 31½c. The market is steady, with fair business doing. Inquiries continue good, and there is plenty of business in prospect. The English market has firmed up again, after another bear movement. Supplies are in strong hands, and with the little better inquiry going on, tin has advanced. This is about the time for an upward movement in tin, but no reliance can be placed on the metal. It is too speculative.

COPPER—As we anticipated last week, local prices in copper have been cut, and we now quote 14½c for jobbing lots. Trade is perhaps not quite so good as it was, although fair orders are going through. The continued drift in the metal is not doing trade any good. The New York market is in a weak state, the home consumption being poor, and the English market steadily slipping back. There seems to be no snap to operations at all, and with record production going on, although the stocks are held in strong hands, the position is one that is bound to create weakness. It is hoped that the cut in steel will tend to stimulate the copper market. For the time being, however, the movement in force to produce lower prices is having everything its own way.

SPELTER—Spelter is naturally very firm. We make no change in our quotation of $5.50. Good business is doing, and there is little to cavil at in the situation. The English market is steadily gaining strength, but East St. Louis is weakening.

LEAD—Although lead is firm, quotations are more around $3.70 than $3.80, and we put prices at the former figure. Trade is fair, and good business is anticipated. The English market is certainly making a strong upward movement and it is evident that buying has broken in strongly.

TORONTO METAL MARKET.

February 26.—The new iron and steel prices in the United States are the talk of the metal men this week, and they are speculating as to the outcome. No change is anticipated in Canadian prices though both the United States Steel Corporation and the independents are inquiring by sending out feeling letters to the trade in Canada as to what the "other fellow" is doing. Canadian prices at present are from 10 to 20 cents lower than United States prices, and the cut on the other side of the line is on domestic steel only, export being quoted at the old figures.

During 1908 the United States Corporation held prices firm and whatever credit is going for the stability of the market last year is due principally to that organization. The corporation say that the independents have not kept faith; that whereas the trust has been operating at but one-third capacity the independents have been running full time. One of the independents began the cut some little time ago, and now the United States Corporation has issued an ultimatum to the effect that it will reach out for business and meet whatever prices are going, and the inference is that they will more than meet prices if cutting continues.

What effect this will have upon the Canadian trade is problematical, the concensus of opinion being that prices here will not at all be affected. At any rate the powers that be are trying to arrive at an understanding and certainly some days must go by before any decided opinion can be expressed.

Some economic authorities (not metal men), in the United States hold the opinion that the cut now is due to the forthcoming revision of the tariff which is expected to take place when Congress meets before the end of March.

Metal men, however, hold that the business depression alone is responsible and since the trust has issued the threat to cut the independents say they will meet competing prices. However, so far as the Canadian metal trade is concerned the prices ruling to-day are unchanged from last week. The cut in the United States affected shapes, plates, steel bars, steel pipe, rails, sheet bars, billets, sheets and tin plates, and structural iron. Wire products are expected to be cut, but no change is likely before next week. The other lines are anticipated to hold firm.

PIG IRON—Very quiet. Canadian foundry is $18.50; No. 3 Middlesboro, $21; and Cleveland, $22.

COPPER—Irregular, but more active than last week. The price is down ¼c., the quotation now standing at 14½c.

TIN—This metal is strong and has advanced 1c. above last week's quotations, being now at 31c.

LEAD—Steady at the old figure, $3.80 for imported pig.

SPELTER—This metal is very firm on account of low stocks. The quotation is yet at $5.50.

SHEETS AND PLATES—Continued steady business is going on. This line does not frequently change, and will not, if present indications count for much, before the opening of navigation in the spring.

OLD MATERIALS—An easier feeling is noted. Copper is off about ¼c. and almost every line has fallen suit. Heavy stocks are being got rid of now to the manufacturers.

U. S. IRON MARKET.

Cleveland, February 25.—The Iron Trade Review to-day says:

The declaration of an open market on iron and steel products has thrown the trade into a state of confusion from which it is now attempting to free itself. While reductions of prices had been anticipated for some time, the abruptness of the inception and the sweeping character of the new policy proclaimed, quite astonished both buyers and sellers, and sufficient time has not yet been had for a calm and accurate analysis of the situation or for a test of the results likely to be accomplished. Increased inquiries from patrons have been brought to the mills, but the gain in tonnage actually booked has not been of a significant amount. The abandonment of official quotations, however, is looked upon as the buyer's opportunity, and a considerable volume of new business is expected to be stimulated soon. While the market appears considerably disturbed at present, there is no evidence of disastrous demoralization. Lower prices have been swiftly named on some finished lines, but in others, there is shown a spirit of deliberation and caution in establishing new quotations.

Current prices represent reductions of $4 a ton on merchant bars, hoops and bands; $6 a ton on plates and structural shapes; $3 to $5 on sheets and $1 on wire products. New official discounts announced on tubular goods entail concessions of from $4 to $8 on merchant pipe, and $6 to $10 on boiler tubes. To a great extent, the lower prices on finished material apply only to attractive business, for reasonably prompt shipment and not all orders for any delivery may command such quotations. At the same time there is a determination displayed by some interests—especially by the subsidiaries of the United States Steel Corporation—to secure what they regard as their rightful share of current orders, and this fact is leaving present prices, except where official announcements have been made, within very indefinite limits.

COLD ROLLING MILLS.

The Canada Steel Goods Co., Hamilton, will commence immediately to erect a mill for the purpose of manufacturing for themselves and for the market cold rolled steel, all widths and thicknesses.

Arthur F. Hatch, general manager of the company, explained that the mill was being erected for the purpose of furnishing a higher grade of material than has hitherto been used in the manufacture of hinges in Canada. They will also erect a building about 50 feet by 120 feet, for electroplating their butt hinges, brackets, drawer pulls, and general builders' hardware lines.

HARDWARE TRADE GOSSIP.

Ontario.

The estate of A. Thompson, Bradford, has sold their hardware business to D. McLeod, Aurora.

The Canada Paint Co. opened their new Toronto office in the Peterkin building, Bay Street, this week.

The Walkerton Binder Twine Co,'s factory will be dismantled and the machinery sold. The company will be wound up.

Drummond, McCall & Co. are this week moving their Toronto office and warehouse from Front Street East to 100 King St. West.

E. Fielding, Toronto, representing in Ontario the American Naval Stores Co., New York, is visiting the latter city on business this week.

Norman McDonald, late buyer for Rice Lewis & Son, Toronto, is arranging to establish a manufacturers' agency business with headquarters at Toronto.

Thos G. Dexter, of H. S. Howland, Sons & Co., Toronto, who has lately returned from a business trip to the Pacific coast, is confined to his home with a slight illness.

The binder twine factory at Kingston penitentiary will be run until June, and then will close for a time at least as the factory will have sufficient of the finished product to meet all demands for two years to come.

William Black, the Durham hardware man, who is secretary of the Durham Horse Fair, writes that at the third monthly horse fair, on Feb. 16, twenty-seven sales were made, ranging in price from $100 to $225.

Vrooman & Jackson have succeeded J. H. E. Vrooman in the hardware business at Sunderland. Mr. Jackson will manage the business and Mr. Vrooman will act as salesman for the Pedlar Roofing Co., Oshawa.

Robert Smith, of Smith & Shaefer, Bolton, was in Toronto on Tuesday. Mr. Smith says their hardware store is to be enlarged this spring by taking in the adjoining store now occupied by a furniture stock which is to be removed upstairs.

The Perrin Plow & Stove Co., Smith's Falls, is putting a new steel range on the market. As yet a name has not been decided upon for it. The company is asking the general public to assist them in choosing a suitable one. The person lucky enough to supply the name decided upon will be presented with one of the new ranges, valued at $60,00.

Patterson & Hilborn, recently with George Awde, Drayton, whose hardware business is being merged into that of O. B. Henry, are opening a store of their own. Mr. Patterson was in Toronto on Tuesday buying his opening stock, the Kennedy Hardware Co., and the Kemp Mfg. Co. getting the business. Both Mr. Patterson and Mr. Hilborn are enterprising young men, with several years' experience in the hardware business.

MUTUAL FIRE INSURANCE.

The Hamilton convention of the Ontario Retail Hardware Association decided to endeavor to secure an amendment to the Ontario Fire Insurance Act making it possible for retail merchants to form mutual fire insurance companies on the same conditions as farmers now organize mutual fire companies.

G. C. Wilson, M.P.P., Dundas, Ont., and Hon. Frank Cochrane, M.P.P., Sudbury, are both hardwaremen and should help secure the desired amendment, Mr. Wilson having been asked by the convention to bring in the proposed amendment.

Hon. J. S. Duff, Minister of Agriculture, has had the desires of the Retail Hardware Association brought to his attention, through J. S. Willoughby, of Cookstown and he can hardly refuse to retail merchants privileges now enjoyed by the farmers.

The secretary of the association has taken the matter up with Mr. Wilson as instructed by the convention, but it would be well if every hardwareman who would like to receive a rebate of from 30 to 50 per cent. of his present fire insurance premiums, to write both Mr. Wilson and the local M.P.P., urging them to curb the monopoly enjoyed by the fire insurance companies. The more letters Mr. Wilson receives the stronger his hand will be.

LETTER BOX.

Sap Evaporators.—Norris Bros., of Flesherton, ask for the names of manufacturers of sap evaporators.

The Steel Trough & Machine Co., of Tweed, make this line.—Editor.

Brass Rolling Mills.—"Subscriber," asks if there are any copper or brass rolling mills in Canada.

The only mill is located at New Toronto, but it has not been in operation for about three years although is was protected by a duty. It is now in the hands of J. F. Brown, furniture merchant, Toronto, who is uncertain whether he will sell or operate it.—Editor.

Trade News From Atlantic to Pacific

Maritime Provinces

Clerk Arrested for Theft—Nova Scotia May Get Important Iodine Industry.

HALIFAX.

February 22.—Trade shows little improvement since last report, but the dealers are hopeful of better times with the opening of the spring. The outlook is promising for fishing supplies and there will probably be a lot of building operations carried on. The lumbering business continues active throughout the province, and the cut promises to be the largest for years. Prices are improving in the foreign markets, and the operators are hopeful of good results for their season's work. Prices in most lines handled by the hardware trade are practically unchanged. Glass is a trifle easier, and quotations on wire netting are unsettled. The same may be said of linseed oil. It is now quoted at 60c per barrel lots, and 65c per barrel for raw. There is considerable ship-building going on in the province this season, the activity at some places being greater than usual. In the shipyards at Parrsboro and vicinity five large schooners are under construction, ranging from 150 to 400 tons. In addition to the building, the rigging and outfitting of these vessels means a large outlay of money, a goodly portion of which reaches the hardware trade.

Rhodes, Curry & Co. have been awarded the contract for erecting a large bungalow for a party of Americans at Argyle, N.S. The price is $30,000. Some idea of the bungalow may be gleaned from the fact that there are to be seven bath rooms and ten lavatories in the building.

The settlement of the Steel-Coal dispute is likely to bring about the establishment of the National Rolling Mills Co.'s plant in Sydney. Messrs. Crowell and Wetmore will leave Sydney about the first of May for Toronto to conclude arrangements to this end.

The copper mine at Quide Vidi, Newfoundland, owned by Messrs. Rendell and Phillips, is to be worked in the spring. A company is being formed, with a capital of $40,000 to work the property.

Business is rather quiet in the mining town of River Hebert. The Strathcona coal mine has been closed down owing to financial difficulties, and the Minudie Coal Co. has been idle for several days through a scarcity of orders. At the Joggins mines, however, work is brisk, and the output of coal is being increased.

The industries committee of the Board of Trade met to-day and was addressed by prominent merchants of the city regarding the manufacture of iodine from seaweed, and it was pointed out that this could be made profitable to the fishermen of the province, as seaweed is perennial and the supply even, and also on account of the situation of the province it being almost surrounded by water. The world is supplied largely with iodine at present by Japan, but large quantities are also made in Scotland and Norway, and those who have taken the matter under consideration think that the situation of Nova Scotia for the gathering of seaweed is unequalled.

President J. A. Johnson represented the Halifax Board of Trade at the Quebec Board's banquet on Saturday evening last, and in a strong speech, he advocated the entry of the Canadian Pacific Railway into Halifax.

Wm. Robertson, of the wholesale hardware firm of William Robertson & Son, has returned from a pleasant trip to Montreal, Toronto, Boston and New York. J. H.

ST. JOHN.

February 23.—The store of Quinn & Co., stove dealers, on Main street, was visited by fire on Saturday night last but owing to prompt action by the firemen the damage was slight—about $150.

A. E. Hamilton and A. W. Gay have purchased the business and factory of the Lawton Co., woodworkers. The property was sold at public auction and bid in at $15,000. The business will be continued under the name of Hamilton & Gay.

John D. Newton, of New York, Dennis Bergen, Hon. J. D. Hozen, premier of New Brunswick, D. King Hozen and E. P. Raymond, of St. John, have been incorporated as the Harvey and Salisbury Railway by the Dominion Government. The capital stock is $500,000.

W. Herbert Downie, a clerk for T. S. Simms & Co., brush and broom manufacturers, was arrested on Friday, Feb. 19, on the charge of stealing $1,114.80, the company's payroll from the vault. Downie told a sensational story about being set upon by some unknown persons at the noon hour on Friday while alone in the office and of being choked into unconsciousness. The police suspected the young man himself and on search being made the money was found hidden in his desk in the office and his arrest followed. The case is now before the courts.—W. E. H.

The C.P.R.'s programme of railway construction this year east of Fort William will include a branch line from Coldwater Junction to Peterboro, which will be part of the scheme for a short rail route between Montreal and Georgian Bay ports. It is anticipated also that during the coming season forty additional miles will be added to the double-tracking of the C.P.R. between Toronto and Montreal.

Province of Ontario

Rural Telephones in Kent County—Hamilton Gets Cement at $1.23½ per Barrel—Will London be Allowed to Bonus New Industries.

OTTAWA.

February 23.—Trade is very quiet in the capital and what buying there is comprises small wares and household articles.

A. Newlands reports a very good sale of Kelsey furnaces this season. Instalation of one of them has just been completed in McKay Presbyterian Church, and splendid satisfaction is reported.

Eugene Cadieux, a member of the Ontario executive of the Trades and Labor Congress, will ask the executive to impress upon the Legislature the desirability of making municipal plumbing inspection compulsory in every town and city in the Province. At present Ottawa and Toronto are the only cities where experienced plumbing inspectors are permanently engaged. The local labor bodies have been advocating the appointment of an assistant inspector as the task is considered too arduous for one man.—G.E.M.H.

PETERBORO.

February 22.—The Peterboro Canoe Co. shipped an unusually well built steamboat to Fort William this week. It was a sixty footer with an eleven foot beam. The planking was all of oak and every part of the vessel was given special attention. Considerable difficulty was experienced in loading it on a flat car.

A merchant has written to one of the local papers urging the farmers of this district to do their shopping on Saturday earlier in the day. He states that they wait until late in the afternoon when the stores are congested with customers and they cannot receive the same service as they would if they would make their purchases at an earlier hour.

New plans have been prepared for a steel bridge over the Otonabee at Smith Street, at a cost of $30,000. It was the original intention of the city engineer to construct a bridge costing $50,000 but the people defeated the by-law when it was presented to them. Only one steel firm has answered the engineer's letter for quotations and he cannot therefore go ahead with the work until he has the figures for the cost of the steel.

Best's "Happy Thought" Curling club have issued a general challenge to all the hardware store staffs in the city to meet them in a game of curling. A number of games will likely be played before the season closes.

One of the buildings which has been contemplated for some time but which will likely be constructed this summer is a new public library. The site has been decided upon and the plans are now being examined by contractors.

Your Brantford correspondent gives Peterboro credit for something which this city does not deserve and that is the progressive policy of engaging a publicity commissioner. The council did consider the question and it looked as if the appointment would be made but there has as yet been no definite action.

"Viamede" a Stony Lake resort which was destroyed by fire last autumn will be rebuilt this spring. The building will be 160 feet by 140 feet. It will be fitted with modern improvements in the line of plumbing and will be lighted by gas.

S. H. Knox Co. opened up a 5, 10 and 15 cent store on Saturday and appear to be doing a heavy business.

The Lakefield Cement Co. has been awarded the contract for the supply of cement for the Hamilton Board of Works. The price is $1.23½ a barrel as compared with $1.67 paid by that city last year.

The Master Painters' Association of the United States and Canada will hold its annual convention in Peterboro in July next. The local painters are very pleased with the success of their efforts to bring the 600 or more painters to this city and already they have begun arrangements for entertaining the delegates. They will be in the city three or four days and an effort will be made to give them a royal reception.

H. T.

BRANTFORD.

February 23.—The Brantford Board of Trade will strenuously object to London's proposal to apply for power to set aside $100,000 to be voted as the council of London sees fit, for the purchase of sites as bonuses for new industries, claiming that it will give London an unequalled opportunity, and lead to expensive and extravagant competition between various municipalities. The question has been brought to the hatching point by the action of the London City Council, who have announced their intention of asking for power to set aside the sum mentioned above. An association of real estate owners and taxpayers of London has been formed to protest against such a move and every possible aid will be extended by Brantford. The time is past when industries must be bonused to induce them to locate in a city.

A company has been formed to make a daily delivery of a million and a half feet of gas in Welland and St. Catharines, for industrial purposes, at a rate of 25c. per thousand feet. The promoters state that at this price it is much more economical than other fuel. Options on gas wells at Selkirk have been secured by the company, which is backed by local capital.

Tenders are now being called for the erection of a schoolhouse at Bruce's Corner, about five miles from Brantford.

John Harold has tendered his resignation as managing director of the Paris Plow Co., that he may devote more time to the interests of the Harold-Sanderson Co.

Turnbull and Cutliffe announce that they intend making a number of changes in the interior of their fine store on the corner of Colborne and King Sts. As a preliminary, and in order to make room for the carpenters, they are announcing a sale of stoves and ranges.

The Ontario Gazette contains the announcement of the incorporation of W B. Burril, J. B. Rouse, John Moffat and James Burns, of Brantford, and H. A. Burrill, of the township of North Norwich, as the Brantford Foundry and Development Company, with authorized capital of $40,000.

The Lyon's Electric Co. are showing a fine line of their electric lamps and lamp shades this week. John Bishop & Son have an exhibit of blacksmith's supplies in their north window. Several of the local plumbers and gasfitters announce sales of gas requisites, especially mantels.

"Everything is moving well," said a prominent local hardware dealer to your correspondent this morning. "Once the weather settles down for good, no doubt spring goods will move off rapidly. Building prospects are good, especially in the number of residences which it is proposed to erect this summer, from which the hardwaremen expect to glean a harvest.

GUELPH.

February 11.—On Tuesday, February the 11th, the Page Hersey Company, at their rolling mills here made a world's record run, turning out 7,551 lengths of half inch pipe in 10 hours. The previous record to this was made by the Spang Chalfant Mills at Ettna, when they made 7,500 lengths, which was 53 lengths more than the biggest run made by the United States Steel Corporation's big plant at Loraine, Ohio.

G. R. Kerr is in Guelph securing signatures of prominent citizens who are in favor of the building of the electric line being surveyed from Guelph to Woodstock. The municipalities along this line will be called upon shortly to subscribe $300,000 worth of stock in this road. Guelph's share of this according to Mr. Kerr will likely be about $60,000.

Manager W. G. Howell, of the retail department of Bond's Hardware store, and also a member of the firm, evidenced a natural pride, when on Saturday afternoon he showed your correspondent a few interesting things about the paint oil and stains that the firm have for sale.

"It will not be long now," he said, "before our customers will begin to think of freshening up their homes with a coat of paint and we're ready for them as soon as ever they take the notion." He went on to show the full line of Martin-Senour Paints, which had just recently been stocked. In addition to this the retail department of this enterprising firm are making quite a specialty of Johnson's wood dyes. They have a very attractive window dressed with wood dyes and wood dye samples exclusively. "That has been a good window; we have sold a good deal out of it," said Mr. Howell. When asked how trade conditions were at present, his answer was that conditions were normal for this season and he expected considerably increased activity in the spring.

LONDON.

February 23.—Hardware trade has been rather quiet during the week, but in view of the prospects of a revival of building activity as soon as the frost leaves the ground dealers are looking forward to a brisk spring trade. Moreover, the farmers hereabouts seem to have more money than they had a year ago, and this fact should mean something to the hardware trade.

The Labatt Manufacturing Company is at present negotiating with a large Milwaukee firm in the wholesale plumbers' supplies business for the purchase of the Labatt brass works here. It is expected the deal will go through and the transfer made in a short time, in which event the American firm will begin operations without delay, employing many hands.

The third annual banquet and dance of the employes of the London Rolling Mills Company in the Masonic Temple on Saturday night was a very successful affair.

The McClary Mfg. Co. intends installing a sprinkler system in their works in the southwestern part of the city, similar to that which it has in its down town establishment.—F. T. V.

GALT.

February 23.—Business in Galt has been brisk in all lines during the past fortnight and prospects for the future are bright.

The Dominion Tack and Nail Company, recently started in Galt, although not saying very much, is coming rapidly to the front as one of Galt's most promising industries. As the name indicates the firm manufactures various kinds of tacks, nails and other small articles of hardware.

Work on the building for the Hammond Potato Machinery Co. is coming rapidly along and when spring opens it is expected Galt's latest industry will be in full blast.

The right of way into Galt has been purchased for Patterson's Hamilton-Guelph radial railway.

Charlie Banks who formerly conducted a sporting goods store in Galt was a welcome two days' visitor this week. He is now in business in Peterborough.

The Knox people who recently opened in Galt are doing a large business in graniteware.

Tenders will shortly be asked for the addition of six rooms to Central school.

The Dietrich block, on South Water street, when completed will be probably the handsomest business block in Galt. It is now ready for the heating and other interior arrangements.

If the law requiring all sleighs, etc., to be equipped with bells was enforced local hardware dealers would profit.

B. E. C.

CHATHAM.

February 23.—The new civic electric light plant was the theme of a midnight discussion at a board of trade meeting held last Tuesday night. The aldermen have been "scrapping" over the rival merits of direct current and alternating dynamos, but on Monday evening they finally decided to ask for tenders on a dynamo of the d.c. type, and also on one of the magnetite type, after which they will decide which to purchase. The board of trade endorsed petitions for a proposed new bi-lingual school here, and also a new asylum.

A scheme of more than passing importance to merchants was brought up in connection with rural telephones. Outside the Bell rural lines, Chatham is connected with no rural systems; while

Wallaceburg, Dresden and particularly Blenheim have stolen a march on this city by reaching out into the country with independent rural phone lines. As a result, a certain amount of traffic has been diverted from Chatham, and farmers as near as three miles away from us have free phone communication with Blenheim, 12 miles away, while they have to pay to talk to Chatham. It is proposed to hold a conference here in the near future with a view to interesting the adjoining township municipalities in the construction of municipal rural telephones, with head offices in Chatham and free connections with the Bell system. A special committee has been named to handle the matter.

The Chatham Navigation Co., having sold the excursion steamer, City of Chatham, which has covered the Detroit-Chatham run for many years, has decided to build a new steel-hull ship, capable of carrying 1,000 passengers, at a cost approximating $60,000.

H. A. McLean and A. W. Kelly, of Sarnia, were in the city last week inspecting the Chatham Steam Heating Co.'s central heating plant. A similar heating system is in contemplation for Sarnia.

The Ridgetown hardware firm of J. Laing & Sons, comprising Andrew and George Laing, has been dissolved, the dissolution dating from Feb. 12. Andrew Laing is retiring, George Laing continuing the business.

Goodhue & Glover, hardware merchants, of Ridgetown, have had an arch cut between their store and that formerly occupied by John Grass. One store will be devoted to a stove department and show room, while the other will be given to general business.

Perry McGregor, of Chatham, has left for Elk Lake to take a position in a hardware store.

Mayor Westman, of Westman Bros., returned on Friday from a business trip to Montreal, where, incidentally, he took in the sights of the ice carnival.

The Pedlar Metal Roofing Co., of Oshawa, recently opened a branch house at Chatham, under the management of E. B. Northwood.

Brimful of enthusiasm for the cause of organization, A. E. Westman was this evening unanimously elected president of the local branch of the Retail Merchants' Association, thereby fulfilling the prophecy of the Hardware and Metal correspondent some time ago that a hardware man would be elected to the post. The new president is a brother and partner of Mayor W. H. Westman, of the firm of Westman Bros. During the past year he has held the office of first vice-president, and has always been a strong believer in organization. His enthusiasm bodes well for an organization which just at present sorely needs that element. Other officers elected were:—First vice-president, John McCorvie; second vice-president, T. Walter Poile; secretary, J. W. Powers; treasurer, J. A. Wilson.

The unique system of debt collection evolved by the Guelph merchants was brought to the attention of the gathering by V. J. Bosworth, who strongly urged that the Chatham merchants take up the matter. V. J. Bosworth and H.G. Hodges were appointed a committee to look into the matter and report at the next meeting on a feasible system of coping with dead beats and collecting bad debts. A modification of the Guelph scheme was strongly favored.

The subject of price cutting brought forth an interesting discussion, J. A. Wilson remarking that the practice was becoming widespread in the grocery trade, owing to recent keen competition. Hardware men present also referred to the prevalence of the evil in their line of business.

"I think it is more a disposition on the part of the purchaser than on the part of the opposition dealer to crowd the price," remarked Peter Cunningham.

He also gave a couple of instances. "To-day," he said, "a man walked out of my store as angry as could be because I would not give him his price. He came back in half an hour and paid what we asked him. The other day," he added. "a customer had $72 worth of material measured out before dinner. In the afternoon he said he could do better somewhere else by $5. He wanted us to name a better price and we would not do it. Just for the fun of it I detailed a boy to watch him. That man until nearly dark was dickering at first one place and then another, and finally went home without a pound of stuff. The same man's son has been back and taken out a portion of that order. These are two reasons why I say a great deal depends on us, and our being firm and not giving way to the whims of these people."

President Westman said a good, stiff backbone in the merchant was the chief requisite. "The retailer ought to have his margin," he said. "As soon as he gives his margin away he must shut up shop. He is entitled to his margin and should have the manhood to get it."

A committee was appointed to arrange for an address for the next meeting, scheduled to take place on March 9.

INGERSOLL.

February 23.—J. A. Coulter, president and manager of the John Morrow Machine Screw Co., is the new chairman of the Ingersoll Board of Trade. In various public capacities Mr. Coulter has proved his usefulness in promoting the welfare of the town. Identified with two important industries, he naturally has much interest in the advancement of the town and all measures looking to this end have received his unhesitating endorsation. Mr. Coulter is a patriotic citizen in every sense of the term, and as he is in touch with the progress of other places, it goes without saying that he will wield a strong influence for industrial development, and improvement of conditions generally, during his tenure of office.

KINGSTON.

February 23.—Dealers report the hardware business to be very quiet this week. The changeable weather which we have been experiencing for several weeks is given as the cause. Farmers have not been coming into the city in such large numbers as usual, owing to the condition of the roads. There has been a couple of hard rainstorms and this has made the crossing on the lake from Wolfe Island very bad, and although the farmers have a lot to bring into the city they have been keeping off, awaiting good weather. And thus it is, that if the farmers do not come in, the hardware trade is dull.

A fact that is much to be regretted is that at the present time Kingston hardwaremen have no association. The merchants had an organization some few years ago, but for some reason, it went out of existence. A few of the hardwaremen belong to the Retail Merchants' Association and while this organization is of course, a benefit, it could not be expected to be as good for the hardwaremen as would an association which had for its object the furthering of the interests of the one special line of business.

During these slack days the hardwaremen are paying more attention for window displays. One of the best noticed this season is that shown in the windows of McKelvey & Birch, of an assortment of carpenters' tools. One window at John Corbett's is given over to skates, hockey sticks and other sporting supplies, arranged in a most attractive manner, and in the other a special line of graniteware is given prominence.

Quite a number of sleighs have been noticed around the streets, minus sleighbells. Complaint has been made to the police, and the result will be that the hardwaremen will make a few sales. It's an ill wind that blows no person good.

The Board of Education will ask the City Council at its next session for $4,000 for a gymnasium for the Collegiate Institute.

An average of 80 tons of flint per day is being taken out of Richardson's mines at Bedford, all of which is being shipped to the electric smelter at Welland.

The local hardware hockey team met defeat in their game at Lansdowne on Monday night, the village team winning by 8 goals to 5.

E. G. B.

Western Canada

Saskatoon Board of Trade Complains About Extortionate Express Rates—Calgary Firm Also Enters Complaint —Trade Active at Edmonton.

CALGARY.

February 17.—The Ashdown Hardware Company have secured the contract of supplying the hardware for the new General Hospital.

The Railway Commissioners are sitting here to-day, adjusting all claims, complaints, etc. The hardware firm of Linton & Hall have laid a complaint of excessive express charges by the Dominion Express Co., from Worcester, Mass., to Calgary.

The Alberta Provincial Government are erecting a new office and stores building at the corner of Eighth Ave. and Fourth St. West.

The excavation is about completed for the new five storey office building, to be erected by W. R. Hull, on Ninth Ave. and First St. West.

If all the railroads, reported to be heading for Calgary, reach here this summer, the effect will probably be similar to that caused by the Italian earthquake.

All specifications required for the street railway system are now prepared, and tenders for the material required will be called for at once.

The City of Calgary has called for tenders for all lines of hardware for the year 1909.—W. A.

EDMONTON.

February 22.—Trade has been fairly active during the past week, one reason being that some of the Grand Trunk Pacific contractors have returned from their Christmas vacations and they are now buying supplies in preparation for starting work again.

Business in the towns on the Grand Trunk Pacific east of here is rather quiet as the merchants do not care to buy heavily until they are sure just when the railway will reach them; on the other hand dealers west of Edmonton are fairly busy as there is a large number of teams hauling railway supplies west which makes some demand on the hardware dealer.

There has been a slight movement in harvest tools, principally hoes and rakes, and orders have been coming in quite freely for rope. Business is also good in enamelware and tinware, the principal demand being for galvanized pails.

H. Oppertshauser, the hardwareman at Stony Plain, has just returned from a vacation east.

R. O. Bird, of Tofield, which is one of the new Grand Trunk towns east of here, is visiting Edmonton on a business trip.—J. H.

SASKATOON.

February 22.—While the question of excessive express rates is being discussed all over the Dominion and efforts being made through the board of railway commissioners to obtain a substantial reduction, the case presented by the Saskatoon board of trade is worthy of attention. For some time complaints have been received from merchants and others regarding the high rates charged and the inadequate delivery of parcels in some sections of the city. When the railway commission sat in Regina on Feb. 11 the board seized the opportunity and laid a strong case before that body. Two hardware merchants, M. Isbister and Mayor W. Hopkins, with H. Aird representing the Massey-Harris Co. and Commissioner Sclanders of the Board of Trade, were among the deputation which left the city to interview the railway board.

Previous to leaving for Regina merchants as well as private individuals and surrounding boards of trade were notified to hand in any complaints they might have against the express companies. In this way a considerable amount of data was brought together and put in tangible form to lay before the board. It was found that charges were being made for light parcels far in excess of their value. In one case submitted by a hardware dealer 80 cents express had been charged on a casting valued at 50 cents and there was also trouble over parcels sent C.O.D. Taking the rates altogether they were found to be 80 per cent. higher in Saskatchewan than in Ontario. No published tariff seemed to be adopted for the operation of the express companies, vigilant inquiry only bringing to light a table of rates and classifications "for the information of the employes only." The prevailing custom was, on delivery, to present a book with a certain amount charged, demand a signature and the figure stated and give no receipt.

The case as presented by the Saskatoon board of trade contained numerous instances of charges made in Minnesota, Ontario and Saskatchewan and is in part as follows:

"From comparisons made Saskatchewan rates are 80 per cent higher than those charged for a ten per cent longer haul in Ontario.

"We respectfully submit that Ontario shippers now contend that their express rates are high; and that if Ontario express rates are high, then Saskatchewan express rates constitute a reasonable basis of grievance.

"Comparison of express rates demonstrate that Minnesota rates to outlying points are on a similar basis to those ruling generally to important Ontario points.

"We contend that Minnesota conditions more closely resemble conditions throughout Saskatchewan than conditions prevailing in Ontario. Such being the case it would seem that Ontario rates are high, Saskatchewan rates are therefore extortionate.

"We contend that express rates should be controlled in the public interest, upon some definite, legitimate basis which would apply equally to all points, whether competitive or otherwise.

"We respectfully point to the fact that no interchange arrangement exists between the Canadian Pacific and the Canadian Northern Express Companies. In the absence of such interchange arrangement each company charges full local rates for its own portion of any haul. An interchange arrangement is universal among express companies doing business in the United States. We contend that an interchange arrangement between express companies should be rendered compulsory upon all business done throughout the Dominion.

"We respectfully contend under the existing graduations the express charge on light parcels is entirely too high. This, more especially as a large percentage of express traffic here and elsewhere is comprised of light parcels. We further submit that under existing graduated charges the expressage on light parcels very frequently exceeds the value of their contents.

"We plead for the publication by express companies, for the distribution on request, of tariffs, graduated charges, classifications and all other conditions under which the express companies operate."—D.G.R.

The Victoria & Barkley Sound Railway intend to build from Victoria to a point on Barkley Sound, in the neighborhood of Sarita river, by way of Otter Point and San Juan, with branch lines not exceeding twelve miles in length from any points on the main line to points adjacent to it.

British Columbia.

Building Permits for Many Structures Being Issued at Both Victoria and Vancouver.

VICTORIA.

February 18.—Though February is little more than half gone the aggregate value of the buildings for which permits have been issued is $9,000 more than the total value of last February. The figures are February 1 to 16, $82,315, last February $73,315. On the 16th permits were issued for $21,350, mostly for small dwellings up to $5,000. The demand for permits indicates clearly the increased activities in building operations throughout the city.

The Victoria Creamery Association are calling for tenders for the erection of a brick block in which to conduct their business. They are to put a lot of new and up to date machinery in their new building when completed.

The B.C. Soap and Paint Works are contemplating putting an addition to their factory. This has been made necessary by the increased demand for their output. The addition that will be made will enable the company to increase the capacity of their factory so as to meet the present demand and any extra trade for the near future. The different articles, soap, paint, tree spray, etc., which the B.C. Soap and Paint Works manufacture find a very ready sale.—W.B.C.

VANCOUVER.

February 20.—That business is not too bad in the West is shown by the success of a commission man who has reached here from Winnipeg, coming through on the main line of the C.P.R. He is a representative of manufacturers of leather belting and heavy machinery, and although only five weeks out has cleared $1,200 in commission in that time. A good sale, he told the Hardware and Metal, was that of a big leather belt 2,300 feet long. He will return via the Kootenay and Crow's nest. Generally speaking, the agents of machinery houses have been doing very well in British Columbia.

Hardwaremen in Vancouver are not complaining much about trade. It has continued through the winter almost better than was expected, and with the spring opening up, there is a good demand in all lines. The prospects are for as good a season as any that have been, and preparations are being made accordingly. If the lumber mills get busy again, and there is every reason to think that they will, there will not be a single drawback.

The deal was closed in Montreal this week for the financing of the Stave Lake Power Company's project. The proposition is to develop the falls on the Stave river, about 40 miles from Vancouver, though what the market will be when it is ready has not been divulged. It is not known whether the company has any particular enterprises in view to utilize the power that will be generated or whether it will enter into competition with the B. C. Electric Railway Company, which controls the power and lighting business of the lower mainland. The B. C. Electric, it is currently reported, was offered an op-

tion on the location for $400,000, but as an application was being made to the legislature to enable the B. C. Electric to increase the height of its dam at Coquitlam Lake to sixty feet, which would give ample power for increased purposes, the option was not taken. Considerable opposition has been made to this application, and it has now been stood over for a couple of months. If the B. C. Electric did not get permission, it would mean that it might be up against it for power, and taking this chance the Stave Lake people have raised their price to a million dollars. This rumor is quite probable considering the circumstances, and if Stave Lake project is gone on with, the B. C. Electric will have a very formidable competitor.

Walter Thomas, who was formerly manager of the Vancouver Gas Works, and who recently invented a gas producing apparatus, has with associates bought out the works at Nanaimo. The plans of the company embrace plants at Ladysmith and Duncan, adjacent towns. The price was $30,000. The Nanaimo gas works were established 22 years ago by Nanaimo people, but later passed into the hands of Victoria capitalists.

Contracts for supplying the requisites for the waterworks in Vancouver have been let by the city council as follows: Galvanized pipe, Crane & Company, Vancouver, $2,745.50; lead pipe, Robertson Godson Company, Vancouver, $1,720; brass goods, Chadwick Bros., Hamilton, Ont.

Incorporation has been granted to the B. C. Carriage Hardware and Top Company, Ltd., with a capital of $50,000, to acquire and take over a going concern the business now carried on in Vancouver.

Sixty building permits were issued last week, the total value being $126,705. These were mostly for dwellings. One permit was for a $24,000 building on Pender street, three stories in height to be used for stores and apartments. The promoter is F. Fuller, the architects, Parr & Fee, and the contractor is George S. Williamson.

An important structure will be that to be erected by the city at English Bay beach and to be utilized as a bath house. It will altogether be of re-inforced concrete, the only wood being that of the doors and window sashes. It will be 272 feet long and about twenty feet wide, extending with the roof on a level just above the sidewalk, excavation being made so as to allow the floor to be just above high water level. The cost will be $25,000, W. Blackmore being the architect.

VERNON.

February 13.—A peculiarly sad occurrence was the death of James Vallance, sr., of Hamilton, Ont., which took place here last week, the cause being pneumonia. The deceased, accompanied by his daughter, Miss Bessie Vallance, had arrived here but a week previous to spend six weeks with his son, who manages the Vallance Hardware Company. He was taken ill on Saturday morning, and the progress of the disease was very active. Mr. Vallance and the bereaved relatives have the sympathy of many friends in Vernon.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Russell Motor Cars—A beautiful specimen of the printers', engravers' and pressmen's art is the 1909 catalogue published by the Canada Cycle and Motor Co., West Toronto, and devoted to a description of Russell motor cars. The various sections of the cars are illustrated by picture and word, and the particularly good points are emphasized. To the motorist the catalogue contains much valuable and useful information.

Sporting Goods Trade Directory—The Sporting Goods Dealer, St. Louis, Mo., have issued their second annual edition of their Sporting Goods Trade Directory. The directory contains nearly 200 pages. In it is a classified index of goods made by sporting goods manufacturers and a list of sporting goods jobbers and manufacturers' agents in the United States.

Wire Hardware—The Wire Goods Co., Worcester, Mass., have issued under date of February, 1909, a new discount sheet, containing the latest discounts on goods made by that concern, and as the company claim to make "everything in wire," the list is a very comprehensive one. This discount list also contains the new discounts in the supplementary catalogues issued, though the winter supplement, dated as well, February, 1909, gives illustrations and fuller information regarding the goods made. The company's line of goods may be divided into three great sections—heavy wire hardware, kitchen wire hardware, and special goods, made to order. The number of individual articles made by the Wire Goods Co. is over 4,400.

Comfortable Homes—Under the above title F. W. Bird & Son, Hamilton, Ont., makers of sheathing and roofing papers and felt, have put out a little booklet containing practical advice and suggestions for owners of property, and incidentally advertising the various lines and grades of goods put out by the company. A series of photogravures of quaint and pretty houses in the Eastern States occupies the greater part of the booklet and makes it one worth keeping.

NEW AUTO LAMP.

Quick-witted manufacturers nowadays are making fortunes by devising just the things for convenience and use that meet the long-felt want. Just such an invention has been brought out by the Schultz Lantern Company, Hamilton, Ont., in the shape of an auto lantern globe, patented, to fit all standard lanterns. It is just as simple in construction as it is useful and convenient, being the creation of a pioneer in the lantern business, E. Schultz, president of the company, bearing his name. It has been patented in the United States and Canada, and while it is named the auto globe, its utility is manifold, as it can be used by farmers, fishermen, motor boats and pleasure parties by land or water.

The flexibility of the globe is in the fact that it is made of metal and cannot be broken, hence can be used under all kinds of difficulties. With reasonable care the makers claim that this globe will last a lifetime. It is said to excel ordinary search lights and dash board lamps, because of the powerful magnifying lense and mirror plate reflector which is claimed to render it about 200 per cent. stronger than any light for this purpose yet produced. It is so fitted that it can be turned at any angle, while the price, 50 cents, places it within easy reach of any one.

A. H. Brittain & Co., Montreal, are the selling agents, Mr. Brittain being vice-president of the Schultz Company.

Plenty of attractive literature is being prepared supplementing the work of a strong selling staff all over the Dominion.

A NEW DOUBLE WRENCH.

The Bemis & Call Hardware & Tool Co., Springfield, Mass., manufacturers of nuts, combination and "S" wrenches, are getting out at present a new wrench called No. 51 Double End "S" Wrench, which is a combination of the earlier No. 48 and No. 50 wrenches. This wrench is only made in the 6-inch size, and is especially adapted for automobile and gas engine purposes. It also adapts itself readily to use for nuts and pipe, and is a handy tool for the pocket or tool kit. The illustration gives a clear idea of its shape.

New B. & C. Wrench.

Tenders are being called by the Minister of Public Works at Victoria, B.C., for the erection and completion of a lavatory and septic tank for the Government buildings at Alberni, B.C. Tenders to be in by February 22.

Talks with Business Men

No. 2—Salesmanship in Tandem

Trade newspapers make possible a new factor in the distribution of goods—SALESMANSHIP IN TANDEM. Through this medium you may place an auxiliary salesman on the road and it will help every one of your order-taking staff.

A trade newspaper, if it is a good one, makes a periodical visit to the best merchants in the country—they are the men who appreciate most fully the advantages of a trade paper—AND IT IS WELCOME. This is the lead salesman in your tandem. Merchants like him and at a time when they are in a receptive mood, he speaks about the firm he represents—you—and tells something about the goods you sell, or the service you give, or some other distinctive feature of your business. This is, of course, assuming that you use the trade paper for that purpose.

The result is that when the traveler—the second half of the tandem—comes around WITH THE GOODS, HE IS BETTER RECEIVED, because an interest in the firm or the goods has already been aroused, and a desire—possibly an unconscious desire—to see the goods, created.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENTS WANTED—Reliable hardware merchant wanted in every city and town in Canada to handle the Empire Light, "the world's cheapest artificial illuminant," (burns coal oil). An attractive and paying proposition. Write us to-day. THE EMPIRE LIGHT CO., Limited, Packard Building, Montreal. (10)

MANUFACTURER, hardware specialty wants agents for Ontario, New Brunswick, Nova Scotia, on commission. Selling wholesale and retail hardware trade. Box 802, HARDWARE AND METAL, Toronto. [12]

WANTED—Good live agent in Montreal, Toronto and Winnipeg to handle A1 line of hammocks which have been marketed successfully in Canada for some years. The line will be strongly advertised in Hardware and Metal. Apply, giving full information as to lines you now have, Box 796, HARDWARE AND METAL, Toronto. (10)

AGENCIES WANTED

Manufacturers of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

TRAVELER, experienced, wants two or three good lines on commission. Box 100, HARDWARE AND METAL, Winnipeg. (10)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—New Oliver typewriter. Agents' sample. Box 800, HARDWARE AND METAL, Toronto. (9)

TWO counters for sale, one ten feet long and the other sixteen feet long. The counters are in good condition, have oak top and panelled front, with two stools attached. Will sell for about half original cost. W. Walker, 1228 Yonge St., Toronto. (10f)

BUSINESS CHANCES.

WANTED—Responsible partner or manufacturer to take interest in patented article for builders' hardware trade. Can be made and sold at good profit. Address, The Rowland Manufacturing Co., Denver, Colo. (9)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE BUSINESS FOR SALE in one of the finest farming sections of Ontario. Two railways. Stock about $4,500. Good reasons for selling. Address Box 782, HARDWARE AND METAL, Toronto. (11)

HARDWARE, Stove and Tinware business for sale in one of the best towns in New Ontario. Snap for good live man. Premises either for sale or to rent. Apply Box 801, HARDWARE AND METAL, Toronto. (9)

MACHINE SHOP and manufacturing business in city of Ottawa for sale or partnership. Apply to A. H. Edwards, Ottawa. (10)

WELL ESTABLISHED GENERAL HARDWARE BUSINESS in prosperous Manitoba town surrounded by excellent farming district. Stock about $8,000. A splendid opportunity. Apply Box 785, HARDWARE AND METAL, Toronto. (10)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

AN EXTRA 1 PER CENT.—A National Cash Register will earn at least an extra one per cent profit for any retail merchant. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto, Ont.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

IF YOU are looking for a side line to add to your business there is none better than COLUMBIA GRAPHOPHONES. Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want, while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or someone else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. Toronto Phonograph Company, Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour Supplies and parts for the Pitner lamps can be received by return mail by applying to our representatives or direct to THE PITNER LIGHTING CO., Limited, 36-38 Lombard St., Toronto, Ontario.

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

SMART young boy wanted to learn the hardware business. W. Walker, 1228 Yonge St., Toronto. (10f)

TRAVELER of experience in the Stove and Furnace Business for the Provinces of Quebec and New Brunswick. Must speak English and French. Address Box 786, HARDWARE AND METAL, Toronto, stating experience, salary, etc. (tf)

WANTED—Buyer and manager for cutlery and sporting goods department of wholesale hardware house. Apply, giving full particulars, H. 9, HARDWARE AND METAL, Montreal. (tf)

WANTED—Competent clerk for retail hardware business. Good salesman and window dresser. Apply, stating qualifications with references, to Box 799, HARDWARE AND METAL, Toronto. (9)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SITUATION wanted by practical tinsmith as salesman for stoves, furnaces, hardware, tinware, roofing, or paints and oils. Have been in the retail business. References. Box 803, HARDWARE AND METAL, Toronto. (10)

WANTED—Position as travelling salesman. Six years former experience as representative of paint company. Hardware or paints preferred. Past four years managing hardware business. Best references. Box 795, HARDWARE AND METAL, Toronto. (9)

WANTED—Position as salesman for retail hardware. Eight years experience with good preference. J. E. Thomas, 662 King St., London. (10)

STORE FOR RENT

NEW STORE to rent in Galt, Ont., opposite the Post Office. One of the best locations in town. It is now under construction, will be completed the first of April, 1909. Size, 40 ft. front, 100 ft. deep. Fine basement under whole building. For particulars address J. C. Deitrich, Box 915, Galt, Ont. [12]

TECHNICAL BOOKS

ESTIMATING, by Edward Nichols, Architect.—140 pp., 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Room 511, Union Bank Bldg, Winnipeg.

The market situation has been one of unusual interest all week culminating og Saturday when May wheat closed at $1.09. The strength of the American market has, without doubt, been a strong factor in the advance of the Winnipeg market, but it has not been the only factor by any means.

As was stated last week and the week before there has been a steadily growing export demand and the week just closed has seen this considerably augmented, but in addition to the export demand there has been an especially keen demand from both local and eastern millers. The week opened with a good demand for everything in the shape of contract stuff and the publisning of the Dominion Government report about the middle of the week placing "final" returns of the wheat crop of the Canadian west for 1908-9 at 91,-800,000 bushels has been the strongest bull factor of the week. It is interesting to note, however, that even this announcement has not had any very marked effect on the Liverpool market. These returns can only be regarded as final in so far as the Dominion Government will not issue another bulletin on the subject, but as the end of the crop year is not until August 31st, it is impossible to say that figures on the crop are final in February. There are still five months in which wheat can be mar. keted on the crop of 1908-9 and it is very remarkable if that period does not bring to light considerable wheat. Roughly speaking, taking into account the amount required for seed and interior mills about 89,000,000 bushels of the wheat have already been accounted for and it will be very remarkable indeed if the next five months do not see the farmers dig up more than two and three-quarter million bbshels.

In the meantime whoever wishes to sell is getting the full benefit of the very high price. It would not be surprising if the fact of the American markets being closed on Monday brought a slump in the Winnipeg market, but it is not likely to be a heavy slump nor is it likely to last, the situation is strong the world over and just at present points to its remaining so.

Manitoba's Potato Crop.

The potato situation is just now almost as interesting as the wheat. It was mentioned in these columns some time ago that Alberta and B.C. were looking to Manitoba for potatoes, owing to frost damage during the unusually severe weather in January. This demand from unexpected quarters lays emphasis on the fact that the potato crop of the Canadian west in 1908 was short. This was stated quite emphatically in the early fall when the Free Press crop experts returned from their annual trip, but very little attention was paid to it at the time, because receipts were liberal and there was no special outside demand. Now, however, Manitoba is being asked to supply not only Alberta but Saskatchewan also. Over 35 cars have been dispatched to Alberta and B.C. and a number of cars to such points in Saskatchewan as Prince Albert and Saskatoon and the demand keeps coming in. The Manitoba supply is beginning to show signs of exhaustion and prices are likely to rule high. In this connection it is being pointed out that there is plenty of room for increased potato growing in the Canadian west and it is a very profitable crop were it properly handled. Reports came in last week from some of the men who really make a business of growing potatoes, that during 1908, which was not a prolific year, they garnered 550 bushels to the acre from some varieties. Dealers point out that hitherto the western grower of potatoes has paid very little attention to variety and nearly all samples received are mixed. This makes them wholly unsuited to markets outside the west and it will not be long before the western market will demand unmixed varieties. It takes relatively no more trouble to grow one variety than it does to grow a mixture; it is only a matter of getting pure seed and sticking to it. Another defect in western potatoes, from the standpoint of the dealer, is the careless way in which they are handled and put on the market, there being such a large percentage of broken and bruised potatoes as to very seriously detract from their market value. With England exporting large quantities of potatoes to the United States, potatoes that are raised on very high priced land and at large outlay for fertilization, it would seem that farmers in the Canadian west, with a soil that will produce up to 600 bushels per acre with good cultivation and no other fertilizer than the ordinary barnyard manure ought to find potato growing profitable, more especially with the constantly increasing home market and a growing demand from the sections of Ontario lying along Lake Superior and also from the Western States.

Alberta Pork Packing Report.

The commission appointed by the Alberta Legislature to inquire into the whole question of the wisdom of the Government establishing pork packing industries reported during the week. The report is rather an interesting one the commission appearing to have gone into the matter with very considerable thoroughness. Among the leading recommendations made were that the Government should erect a hog packing plant with a capacity of 300 hogs per day when a sufficient number of farmers were prepared to guarantee at least 50,000 per year to a plant. That the management take in the farmer's hog and pay for them up to 2-3 of the estimated value, and then at regular intervals when sufficient time has elapsed to place the product on the market, pay the producer the balance of the full value less the cost of curing and marketing, and a sum sufficient to pay local working expenses, also less one fourth of a cent per pound live weight to be applied for the creation of a fund for the purpose of paying back to the government the original investment and interest and at the same time to allow shares to each patron equal to the amount paid into this fund by the assessment of the one-fourth of a cent per pound on his product.

In the matter of freight rates it was recommended that the total of all freight rates paid on the railways be subdivided and charged equally against each pound of pork supplied, that there be regular shipping days and that each patron bind himself to give all the hogs which he wishes to dispose of for packing to the plant, and failing to do so that he be subject to a fine not exceeding $2.00 per hog. The legislature has not yet disposed of the report. The distance of Alberta from large markets and the desirability of placing the roughage of their farm on the market in the most concrete form, together with the increased easy way with which pork can be raised in Alberta owing to the increase in butter making has led to the packing question being a very live one indeed.

Forestry Work in Manitoba.

The week of February 15th to 20th is known as Farmer's Week at the Manitoba Agricultural College and this year the gatherings were the most successful that have ever been held. The week opened with the annual gathering of the representatives of Agricultural Societies and these remained in session for two days, at the same time short courses in stock judging were carried on for those who were specially interested. Following the Agricultural Society the Provincial Dairy Association and the Western Horticultural Societies held their annual meetings, and every day and all day long there was something of interest to the farmers going on at the college. The attendance at the various gatherings averaged some 300 a day. The discussions were animated, the topics all live agricultural subjects and the spirit prevailing throughout the week was a very happy one.

Perhaps one of the most interesting of all the addresses given was that by Norman Ross, B.S.A., B.F., Chief of the Forestry Division of the Dominion Department of Agriculture, who has charge of the Forestry Station at Indian Head. By means of some excellent lantern slides he showed the marvellous results that had been attained in tree planting on the open prairie in even four years. There were rows of cottonwoods and poplars 15 feet high and spruce and pine that had made a wonderful growth. There was not so much as a switch to beat a dog with on the land when it was purchased by the DominionGovernment for this station, just 4½ years ago. The lecture should be delivered in eastern Canada as it would do more than anything else to disabuse the minds of the people about the treeless prairies.—H.

Hardware Markets.

Advance orders for delivery during the spring and summer are very much in excess of those booked at this date last year and the most conservative of the hardware wholesalers agree that everything points to the biggest year's business in the history of the west. The outlook for building is particularly good in Winnipeg and practically every town of importance in the west, while the new towns on the new lines of railway mean new hardware accounts with heavy demands for builders' hardware.

The only disturbing feature in the general situation is the fact that the amount of wheat in farmer's hands yet to be marketed has been very generally over-estimated. The superintendent of

ENAMELED WARE

The Most Complete Stock in the West : :

Book Your Spring Orders With Us : :

Wholesale Hardware **REVILLON BROS.** *Edmonton Alberta*
Limited

If you want the **whitest** Lead —the **finest** Lead—the Lead with the **longest life**

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House Painters' Perfect

Made with the finest English Carbonate Lead ground in our own Refined Lindseed Oil.
All orders for this brand shipped same day as received.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

WINNIPEG, - - CANADA

DO YOU WANT AN INVESTMENT

Which will NET you a yearly profit of from 50% to 75%?

$7,000.00 will buy an established Implement Business, which for the past few years has shown such Profits. Located in one of the most flourishing towns on the C. N. Ry. First class building most centrally located, and well assorted stock of "McCormick," "Cockshutt" and "Moline" goods, together with the agencies for the said well known and popular lines. OBJECT FOR SELLING—Other interests which prevent the present owners from giving this branch the necessary attention. For particulars apply to

Mr. G. M. McBRIDE, care Messrs. Geo D Wood & Co., - - - WINNIPEG, MAN.

THE REAL VALUE OF A FURNACE SALE

is not as much the profit on one sale, but rather the number of sales you are sure to make in the future, when you place a reliable furnace—A furnace your customer will recommend to his friends

Let us help you to start right.

Pease Foundry Co., Ltd.
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Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

the car service department of the C. P. R. stated to Hardware and Metal that his information is that the estimates of the grain men have been at least 10,000,000 bushels too high. If this be correct, the amount of money to be put in circulation this spring is not so great as has been expected and the West has yet to harvest its first 1000,000,000 bushels wheat crop.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized, wire, 6, 7, and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.50; No. 2 and larger, $4.25, snowshoes, No. 0 to No. 1, $4.75, No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85, No. 2 and larger, $4.60; featherweight, $6.00.

HORSENAILS—MRM, cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg base.

PRESSED SPIKES—¼x5 and 6, $4.60; 5-6x5, 6 and 7 $4.25, ⅜x6, 7 and 8, $4.10, 7-16x7 and 9, $4.00, ½ x 8, 9 10 and 12, $3.90, ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron, 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. copper; No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 10, 33c per lb.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼; pure manila, 12¾; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise plain, 45c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26 $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33 1-3; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance, Primers, Canadian, $1.55; Americans, $2.00. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $17.50; 10, $20.00; 12, smokeless, chilled, English, $22.50; Canadian, $23; 10, smokeless, chilled, English, $25.00; Canadian, $22.50. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar Iron $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5.00. Lead pipe, $6.00.

SHEET ZINC—Casks, $7.50; broken lots, $8.00.

COPPER—Planished copper, 33½c per pound; tinned, 24c.

IRON PIPE—It is impossible at the present time to quote iron pipe prices with any approach at accuracy. Prices given below are nominal prices only, quotations considerably lower being obtainable: Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2, $14.40; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45; 4½, $52; 5, $58; 6, $75. Galvanized; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60 per cent.; nipples, 75; classified malleable fittings, 25; malleable bushings, 60; malleable unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4.00; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20, $4.10; 24, $4.30; 26, $4.70; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.00; ½ box, $4.75; IX. full box, $9.00; ½ box, $5.75; IXX., full box, $13.00; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES—Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59 and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 27c; medium castor, 26c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 22½c; f.o.b. Winnipeg, cases, $2.50.

PAINTS AND OILS — White lead, pure, $6.00 to $6.50, according to brand; bladder putty, in bbls., $2.40; in keys, $2.55; turpentine, bbl. lots, 65c. Linseed oil, raw, 66c; boiled oil, 3c per gallon advance on this price.

EDMONTON MARKETS.

Feb. 25.—Barb wire, $4 per 100 lbs., plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

HORSENAILS — M.R.M., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 62c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10 Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90 buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

"DOMINION CROWN"

POLISHED SHEETS
POLISHED CANADAS.

Best Quality and Finish

STOCK AND IMPORT.

A. C. LESLIE & CO., LIMITED

MONTREAL

ROSS BROS.
LIMITED

WHOLESALE HARDWARE

Your customers want

Baling Wire

We have a large stock and solicit your orders.

EDMONTON, ALBERTA

The Condensed Ads. on page 55 will interest you

Newspaper Advertising.

Messrs. Barry & Butler,
Allentown, P. Q.

Gentlemen:-

I am especially interested to hear, from your letter of the 10th, that you are about to start a vigorous advertising campaign in the daily papers, because I know just how profitable newspaper advertising can be made if properly handled.

I am sending you under separate cover copy of our Handbook on Advertising. This book illustrates more than 600 electros, any of which we will be glad to send you upon application. It also gives some mighty good information on newspaper advertising. I have also requested our Advertising Department to take the matter up with you and give you any special assistance they can. If you desire, our staff of ad writers and artists will be glad to prepare a series of special ads for you, not only on paints and varnishes, but on all the lines you carry, as well. There is no cost for this service, as we are always glad to help our agents do a better business.

Assuring you that I am very glad of this opportunity to be of service to you, I am,

Yours very truly,

C. C. BALLANTYNE.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: Toronto, Ont., and Winnipeg, Man.
488

"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William. Ontario.

CAMPBELL'S VARNISH STAIN

The original and only real varnish stain for renewing all **Interior Woodwork, Floors** and **Furniture.**

We would like to tell you about the **Special Advertising Inducements** we offer with an order of these goods.

THE
Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Municipal Undertakings.

Revelstoke's, B.C., sewerage system will cost about $43,000.

Kingston may extend its waterworks mains to all parts of the city, at a cost of $35,000.

Sydney, C.B., will spend over $90,000 in sewers, water extension, bridges, fire station, etc.

A by-law will be submitted shortly to the ratepayers of Thorold to raise $15,000 for waterworks.

Peterboro's water commissioners advocate installing a new waterworks plant, to cost $120,000.

Fort Erie, Ont., ratepayers will, on March 15, vote on a by-law to raise $50,000 for waterworks.

Estevan, Sask., ratepayers will probably vote on a by-law to raise $30,000 for fire protection purposes.

A by-law will probably be submitted to the Pembroke, Ont., ratepayers to spend about $125,000 for a water system.

Notre Dame de Grace, Que., is considering borrowing $350,000 for the purchase of the water system of the Credit Municipale.

Industrial Activity.

The Dawson Lumber Company's mills at Yarmouth, N.S., have resumed operations.

Odleifson & Thornsteinson have started a saw mill at Gimli.

C. Jobin & Company, St. Augustine, Que., have been incorporated to operate sawmills.

The Lewis Miller Company will probably build a large sawmill at Jordan Falls, N.S.

The Sarnia Board of Trade have a proposition for the erection of a canning factory.

The Davidson-Ward Lumber Company are erecting a 20-machine shingle mill at Loughborough Inlet, B.C.

It is stated that a company is being organized for the erection of another large elevator at Port Stanley.

C. A. McGilivray, Bellingham, Wash., has purchased a site at Vancouver, for the erection of a large sawmill.

The Canada Cycle & Motor Company will erect a 4-storey building at Toronto, at a cost of about $50,000.

A. W. Allen & Son recently added a barrel making plant to their woodworking factory at Middleton, N.S.

The Canadian Industrial Company will erect a large paper and pulp mill at a site on the Powell River, near Vancouver, B.C.

The newly organized Western Canada Wood Pulp & Paper Company will erect a large pulp and paper plant at Quatsino Sound, B.C.

MacKay Bros., Charlottetown, P.E.I., have bought the Nova Scotia Carriage Company's factory at Kentville, N.S., and are resuming operations.

The Estevan, Sask., Board of Trade are stated to be negotiating with an English firm wishing to manufacture tile, sewer pipe and other clay goods.

The Manitoba Iron Works have purchased a considerable amount of property at Winnipeg, where they will make extensive additions to their plant.

J. H. Griffin, general inspector and traffic agent of the Great Northern Railway, states that an elevator will be erected in Brandon early next season.

Samuel Brown, Winnipeg, has been awarded the contract for the erection of the new freight sheds for the C.N.R. at Saskatoon. Approximate cost, $20,000.

The Kelowna Sawmill Company, Kelowna, B.C., are adding new machinery for the manufacture of fruit packing boxes. A new planer and a conveyor for handling slabs have been put in.

The Welland, Ont., council is stated to be negotiating with the Kee Lox Company, Rochester, N.Y., manufacturers of carbon paper and typewriter ribbons, for the establishment of a Canadian branch factory.

It is reported that the coal industry of Pictou County, N.S., is in a very satisfactory condition, all the collieries of the Acadia Coal Co. are working full time. The Drummond Colliery at Westville is also working quite steadily.

Improvements to the Winnipeg shops are planned by the Canadian Northern, and on the arrival of spring, work will commence on several additions to the works at Fort Rouge. A carpenter shop, costing $25,000, will be erected and smaller additions to the present buildings will also be made.

Railway Development.

It is definitely announced that the C. P.R. will construct a line from Weyburn to Lethbridge, 400 miles, this season.

Appropriations totalling $2,000,000 have been passed by the C.P.R. for improvements on the Pacific division of that road.

Final surveys of the North Midland Electric Railway are now being made and the system will be in operation in a few months.

The Peterborough Radial Railway Company contemplates extending its line from Clear Lake to a point in Stony Lake in Peterborough County.

The Niagara Peninsular Railway Co. will apply for permission to build a branch line of electric railway from Port Colborne through Welland.

It is stated that the Great Northern Railway Company will shortly submit plans to the Vancouver council for its proposed terminals in that city, to cost $3,000,000.

Application has been made for the incorporation of the Southwest Alberta Railway Company, which will build a line from the G.T.P branch line between Calgary and Lethbridge, to Pincher Creek, a distance of about 100 miles.

Wallace McDonald, Edmonton, is applying for a charter for the Alberta & Great Waterways with power to build a railway from Edmonton to Fort McMurray, with several branch lines, in all about 300 miles, according to the route taken.

In addition to the Weyburn line, which the C.P.R. will construct this season, the company will lay a line from Lethbridge to connect the Macleod branch with the Calgary and Edmonton line, a little north of High River station.

The Flathead Railway Bill has been reported favorably to the B. C. House and there is every prospect of its being passed. The proposed route of the new line is from a point on the eastern British Columbia railway at or near the Town of Corbin, to the international boundary line, a distance of nearly fifty miles.

According to the vice-president, D. D. Mann, of the Canadian Northern, that system will begin at an early date on the extension of the line to the Pacific coast.

In round figures the big western roads will end the year with the following added mileage: Canadian Pacific, six thousand; Canadian Northern four thousand; Grand Trunk Pacific, two thousand; Great Northern, four thousand.

Dominion Public Works Estimates.

The following are the estimates of the Public Works Department of cost of work necessary to be done on public buildings in Canada during 1909:

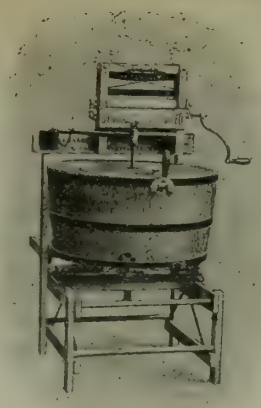
Nova Scotia:—Amherst Public Building, improvements, $2,000; Bridgewater, public building, $6,000; Glace Bay, public building, $12,000; Guysboro' public building, improvements, $1,200; Halifax Dominion building, improvements, $75,000; Halifax Dominion buildings, improvements, $4,000; Halifax, immigrant detention building, hospital, $2,500; New Glasgow public building, improvements, $1,000; Pictou public buildings, $2,000; Shelburne, public buildings, $19,000; Westville, public building, $5,000.

Prince Edward Island:—Georgetown, public building, $7,000.

New Brunswick:—St. John Dominion buildings, improvements, $4,000; St. John drill hall, $12,500; St. John quarantine station, Partridge Island, water service and improvements, $3,000; Tracadie lazaretto, sanitary works, $2,000.

Maritime Provinces, generally:—Dominion public buildings, $15,000.

Quebec:—Cookshire post office, $15,000; Dominion public buildings, $20,000; Grosse Isle, quarantine station, improvements, $5,000; Joliette armory, $15,000; Knowlton, public building, $12,000; Lachute, public building, $7,000; Magog public building, $14,000; Montreal, Eastern Postal Station, $10,000; Montreal, examining warehouse (old), $20,000; Montreal, General Post Office, enlargement, $127,000; Montreal, new postal station at Point St. Charles, $40,000; Montreal public buildings, improvements, $8,000; Pierreville public building, $2,000; Plessisville public building, $18,000; Quebec Citadel, drill shed for school of gunnery, $45,000; Quebec immigration buildings, additions, $13,000; Quebec post office, $13,000; Quebec East public building, $50,000; Quebec Province immigrant buildings generally, $5,000; St. Johns public building, $6,000; Sherbrooke drill hall, $45,000; Three Rivers new public building, to replace building destroyed



SATISFIED CUSTOMERS

Are the results from sales of the Connor Ball Bearing Washers. This machine swings on ball bearings assisted by two coiled steel springs.

The tub is detachable. The wringer stand is very solid. It is the only machine of the kind with a basket rack.

Our Booklet Tells All About It.

Manufactured by

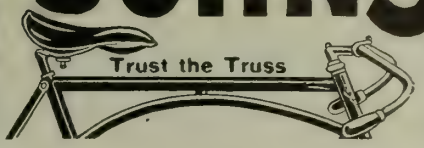
J. H. CONNOR & SON, Ltd.

OTTAWA

Merrick-Anderson & Co., Winnipeg, Agents for the West; E. S. Horsman & Son, Vancouver, Agents for B.C.

When writing advertisers kindly mention having seen the advertisement in this paper.

IVER JOHNSON



Truss Bridge Bicycle

Dealers

like to sell the Iver Johnson Truss Bridge Bicycle because it remains sold—proof against "come backs." Our **Agent's Proposition** is worth looking into, for the man who would make good money on a good proposition.

Riders

prefer it because it is the most durable; because it is made of the best materials by the most skilled mechanics in the world. Costs moderately in the beginning, nothing for repairs if not mistreated, and costs least, therefore, in the end.

Send for Free Catalogue

It illustrates the 1909 models and shows why the Truss Bridge is so popular among dealers and riders. It is a text book on bicycles.

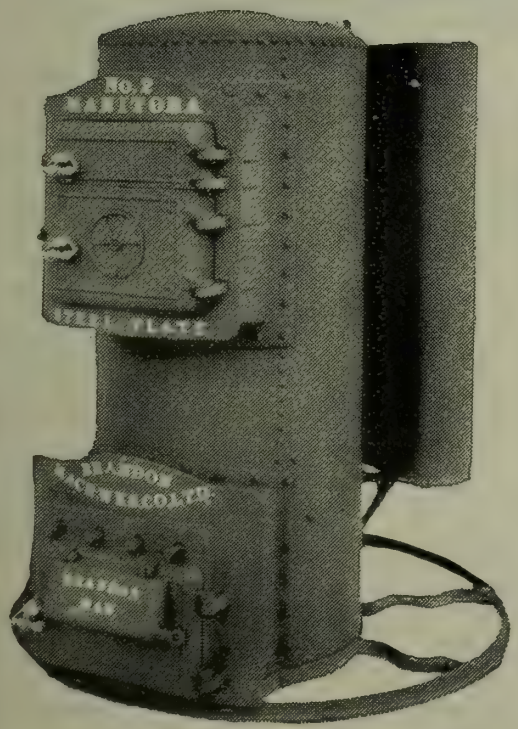
WRITE TO-DAY

Iver Johnson Arms & Cycle Works

Factory and General Sales Office: 330 RIVER STREET, FITCHBURG, MASS.

Pacific Coast Distributors: BAKER & HAMILTON, San Francisco, Cal. New York Office: 99 Chambers St.

Southern Selling Agents: HENRY KEIDEL & CO., Baltimore, Md.



We Want Agents

to sell the

Manitoba Steel Plate Furnace

We want a good hardware man in every town to handle our furnace. It will burn Souris and other soft coals mined in the West, and it will burn them economically. It is the furnace Western people have been looking for. If you are from Missouri, so much the better. Ask us and we will show you.

The consumer saves 25 to 40 per cent. on fuel when he uses the Manitoba.

The Brandon Machine Works Co., Limited

Brandon, Manitoba

by fire June 22nd, 1908, $10,000; Valleyfield public building, improvements, $2,000.

Ontario:—Belleville armory, $15,000; Brantford drill hall, $3,000; Cornwall public building, $1,400; Dominion public buildings, $20,000; Fort William public building, enlargement, $11,000; Glencoe public building, $26,000; Hamilton drill hall, addition, $37,000; Kincardine, public building, $15,000; Kingston Royal Military College, $57,000; Kingston Royal Military College, $15,000; Kingston Veterinary Hospital, $15,000; Leamington, public building, $23,000; Markham, public building, $10,000; Ottawa, buildings for testing of fuel by Department of Mines, $15,000; Ottawa Departmental buildings, $50,000; Ottawa Departmental buildings, improvements in lavatories, plumbing, etc., $10,000; Owen Sound public building, $20,000; Parkhill public building, $20,000; Peterboro' armory, $37,000; Renfrew, public building, $16,000; Simcoe, public building, $20,000; Toronto Dominion buildings, improvements, $5,000; Toronto drill hall, $25,000; Toronto Meteorological Observatory, $44,000; Toronto military buildings, magazine, $1,500; Toronto Post Office, additions, $25,000; Welland public building, $33,000; Whitby public building, $28,000.

Manitoba:—Dauphin public building, $24,000; Dominion public buildings, $10,000; Emerson, public building, $31,000; Neepawa, public building, $20,000; Winnipeg Dominion buildings, improvements, $5,000; Winnipeg examining warehouse (new), $175,000; Winnipeg Post Office (old), $25,000.

Saskatchewan, Alberta and Northwest Territories:—Dominion public buildings, $10,000; Edmonton public building, $75,000; Estevan public building, $25,000; Lethbridge Custom House and Dominion Lands office, new heating apparatus, sanitary works, plumbing, etc., $4,000; Maple Creek, public building, $10,000; Prince Albert, Saskatchewan penitentiary, $65,000; Saskatoon public building, $32,000; Yorkton, public building, $31,000.

British Columbia:—Dominion public buildings, $8,000; Fernie public building, $25,000; Ladysmith, public building, $17,500; Prince Rupert, quarantine station, $25,000; Vancouver, public building, $60,000; Victoria immigration building, $43,000; Victoria Post Office, $3,000; Williams Head quarantine station, $5,000.

Yukon Territory:—Dawson, Yukon Commissioner's residence, $19,000.

Public Buildings, generally:—Construction of armories, $50,000; Experimental Farms, new buildings, $10,000; public buildings generally, $10,000.

New Companies.

Smith Hardware Co., Montreal; capital, $20,000; to deal in hardware and cutlery. Incorporators, D. G. Smith, A. R. Hall and S. W. Jacobs, Montreal.

Novelty Woodworking Co., St. John; capital, $20,000; to manufacture wares and novelties made from wood. Incorporators, H. R. Ross, J. H. King and H. E. Figsby, St. John.

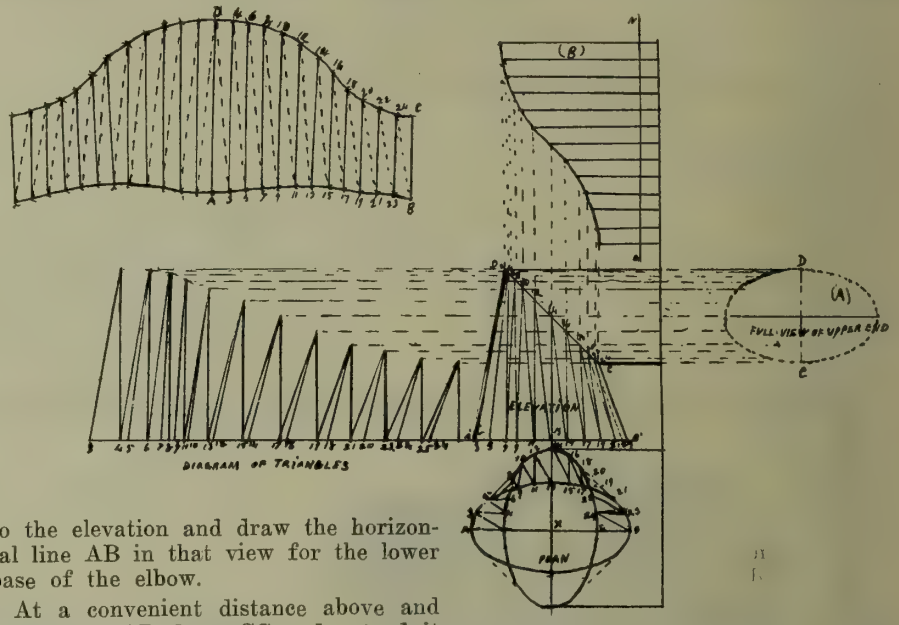
The J. J. Wilson Mfg. Co., Ottawa; capital, $20,000; to make shoe polish, stove polish, harness dressing, etc. Incorporators, J. J. Wilson, W. H. V. Hooper and E. P. McGrath, Ottawa.

Cutting Patterns in the Tin Shop

IRREGULAR ELLIPTICAL ELBOW.

In the erection of the smokepipe for a certain class of steam heaters, provided with ellipitical collars, it is often desirable, in order to obtain the greatest amount of headroom in the cellar, to make the whole line of pipe elliptical in sectional outline. To do this you must use an irregular elliptical elbow.

First construct the ellipse, whose major axis is represented on the horizontal line AB, as shown in the plan. This ellipse is supposed to represent the outline of heater-collar and will serve for the plan view of the lower base of the solid that is to be shown in the elevation. From the point X at the intersection of the two diameters draw a vertical line of indefinite length upwards



to the elevation and draw the horizontal line AB in that view for the lower base of the elbow.

At a convenient distance above and parallel to AB draw CC and extend it indefinitely at both sides of the vertical line. At any convenient point on this line, namely, C, erect a perpendicular line, on which as a minor axis draw the ellipse shown at A. This is to be the same size as the ellipse, previously constructed in the plan.

From the upper end of the minor axis at A carry toward the elevation a horizontal line of indefinite length. Next fix the point W on the vertical line drawn through the elevation midway between the lines CC and DD and through this point draw a line at an angle of 45 degrees. Draw A1D and B1C to represent the lateral outlines of the lower section of elbow. This completes the elevation and it now remains to finish the drawing by projecting the several points to the plan, the foreshortened view of the section on the line CD will be represented therein by an ellipse the exact size of the one at A. Divide one-half of the outline of view shown at A into any number of convenient spaces. Lay off and develop the stretchout MN shown at B. The pattern is then produced by projecting the points on the outline at A to the line of intersection CD and thence to the development at B.

The development for the lower section of elbow can only be accomplished by triangulation. Divide one-half of the ellipse into any number of equal spaces as the half of view at A. For convenience the points are numbered 3, 5, 7, 9, 11, etc. The points on the line CD of elevation may now be projected to their corresponding positions on the other ellipse. These points are numbered 2, 4, 6, 8, 10, etc. The base line A1B1 of the elevation may be extended indefinitely toward the left. Take the distance 2, 3 of the plan and set it off on this line. In a similar manner take 3, 4 and continue until the point B is reached. The vertical heights are then projected from elevation in manner shown, taking similar points in each case.

The true length of all lines now having been determined, the development may be constructed as shown. The line AD may be set off at any convenient point. The length of it being the same as the length of A1D of elevation, as that is the true length. From A as centre and radius A3 of plan describe an arc; intersect this arc by an arc described from D as centre and with radius equal to the length of line 3. This completes the triangle AD3. The triangle 3D4 is next constructed, but it should be noted that the radii for distances on upper base are taken from corresponding positions on the curved outline of pattern. At B this arc is intersected by an arc struck from 3 as centre and having a radius equal to length of line 4. This completes the triangle 3D4. The rest of the triangles are constructed in similar manner, taking lengths of lines in rotation. The work may be carried on at the same time on both sides of line AD at C, thus producing a complete pattern for lower section of elbow. Edges must be allowed. W. M. M.

News of the Paint Trade

DISPLAY ADVERTISING MATTER.

It is open to doubt whether in many cases the paint dealer gives the attention that he should to the advertising matter that the manufacturer places at his disposal. He is apt to minimize the selling power of attractive hangers, cards, in the same way that he has been disposed to believe that paints should sell themselves. But the progressive hardwareman knows better. He realizes the value of having in his possession real facts about the goods he handles, and he appreciates the advantage of having these facts presented in the most convincing way by the people best able to do it—the manufacturer As it has been pointed out, the preparation of every distinctive piece of advertising matter represents the knowledge of those who fully understand the best selling points of the line in question and who are therefore better qualified to present the merits of the article to the customer, than the merchant whose qualifications must necessarily be sufficiently diverse to sell a mixed stock of merchandise covering many lines of industry. The salesman should not depend too much on his own arguments, alone. He should back them up, or preface them, by the convincing talk of experts.

As much depends upon the interior display of a store as the exterior. When a customer enters a store he should not be allowed to concentrate his attention on the articles he intends to buy to the exclusion of everything else. That is to say, if he wants a screw-driver, for instance, he should not be allowed to leave the store without thinking of something else besides screw-drivers. He should be made to think of paints. How is this best done? By the proper display of the advertising matter that the merchant has at his command. Especially is this essential where the paint department is not well to the front in the store.

A survey of the interior by the dealer will quickly tell him the best locations for his advertising matter. Bearing in mind that the customer will not go round looking for the advertisements, those places must be selected which command most readily the attention of the observer. When the best locations are found, care should be taken that the most suitable form of poster, or whatever form the advertisement may be in, is used. A square card, for instance, should not be placed where a round one would look better. The idea is to attract the gaze of a customer, and to hold his attention afterwards. Therefore, the more attractive the general arrangement, the better the chance of doing this When the attention of a prospective customer has been attracted, the salesman can, with a greater amount of success, follow up the impression made by the other arguments at his command.

Merchandise has an advertising value that is all its own. This is especially

We'll help you sell them

When you stock Floorglaze Enamel, M.L. Paints, or anything else we make, our interest in you doesn't lapse till it's time for your next order. Not much! We keep busy right along helping you to sell the goods—moving that stock out in a hurry to make room for more. That's one reason why we keep friends with the trade. Another reason is found inside the cans. When you get ready to handle a really complete line of paints, varnishes, enamels, etc.,—and a line that sells and satisfies—this is the address to write to:

Imperial Varnish & Color Co., Ltd.
OF TORONTO

Please correspond with place nearest you.

All our lines carried in full assortment by Imperial Varnish & Color Co., Ltd., 542 Beatty St., Vancouver; Mason & Hickey, 108 Princess St., Winnipeg, Man.

TIGER BRAND

WHITE LEAD

The painter who is desirous of getting the best results demands White Lead that he can depend upon to be absolutely pure and reliable.

"TIGER" Brand has always stood for the best to be had in White Lead, and, therefore, is asked for by all the leading painters of this country.

Made from pure White Lead and pure Linseed Oil, containing no adulteration whatever.

Every package bears the guarantee of the White Lead Association of Canada.

The Montreal Rolling Mills Co.

true of paint and paint specialties. Not only does the style of the package in many cases suggest convenience in use, but the label is often so designed, illustrated, colored, and worked, that as it stands on the shelf it tells a strong story to the customer. But the customer must be brought to read this story, and one of the easiest ways is by means of a judicious display of advertising matter. Attract the attention of the customer. Excite his envy by the sight of a well-painted house, barn, or room, and the work of the salesman is half done. But have none of the sign stories, and the salesman will often have hard work to convince a customer that his house is in need of paint. Advertising matter is of little use unless it is displayed properly.

Paint and Oil Markets

MONTREAL.

February 26—A steady volume of business is being done. Orders continue on the light side, but the aggregate bulk improves as the spring draws near. Dealers report in many cases a determination to push through a strong spring campaign, and this should liven trade up later on. The markets are unchanged. Mixed paints, stains, enamels, and varnish in small tins continue to move well.

Turpentine—There was a slight strengthening in quotations at the points of shipment, but this proved only temporary, and prices fell back to normal. The demand is fair and local quotations continue around 58c. for single barrels, net 30 days.

Linseed Oil—The demand is not on the heavy side, and the market does not seem so firm as it might be. There is, however, no change to report either in large or small lots, and we quote: Raw 1 to 4 barrels, 59c.; 5 to 9 barrels, 58c.; boiled, 1 to 4 barrels, 62c.; 5 to 9 barrels, 61c. Strictly net 30 days.

Ground White Lead—Heavy sales in ground white lead are extremely rare. Painters and decorators state that prospects for redecoration, and for repairs are much lighter than at this time last year, and this apparently has had a tendency to make ground white lead move in a moderate way. We quote strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

Red Lead—New structural work is being approached with caution on account of the condition of the steel market and shipments of red lead are in consequence rather slow at present. Prices are unchanged, and we quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead casks, $4; kegs, $4.50, and smaller quantities, $5.50.

Varnishes—The spring call is of a very strong character, and all varnishes and japans are showing the influence of better weather conditions. Shellac varnish continues a strong favorite.

Paris Green.—The very heavy jobbing orders seem to have been pretty well placed, and the call for immediate shipment is on the light side. March and April will however see a stronger movement in this article. There is no change in price, and we quote 1-lb. packets, 100 lbs. in case, 21c.; 1-lb. packets, 50 lbs. in case, 21½c.; ½-lb. packets, 100 lbs. in case, 23c.; 1-lb. tins, 100 lbs. in case, 22c.

White Zinc.—This line is featureless. Shipments continue light, and quotations are as follows: Dry V.M. Red Seal, 7½c.; Red Seal, 7c.; French V.M., 6c.; Lehigh 5c.; white zinc, ground in oil, pure, 8½c.; No. 1, 7c.; No. 2, 5½c.

Putty.—Considering the early approach of spring, the movement in putty is on the light side. There is no change to report in the market and we quote: Standard putty, 880-lbs. casks, $1.65; in 100-lbs., drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb tins, $2.25 f.o.b. Montreal.

TORONTO.

February 26.—A drop of two cents is made to-day in turpentine, which makes the price quoted by all houses the same. But for this change conditions are the same as a week ago. Spring orders continue to come in in fair numbers and the quantities asked for are quite satisfactory. Present trading, however, is quiet. There are still rumors going round regarding cutting in oil, but no foundation can be found for the statements, all the jobbing houses saying they are selling at the market quotation.

TURPENTINE—Very much easier has turpentine become during the week, and a drop of two cents is noted. Single barrels are 60c.; 2 to 4 barrels, 59c.; and 5 gallon lots 65c.

LINSEED OIL—Though rumors of cutting are still abroad there are none who confess to selling below the market quotation, and no certain evidence of such is at hand. The prices of a week ago still hold good. Raw is still 59c. and boiled 62c. for single barrels, 5 barrel lots being quoted 1c. less.

GLASS AND PUTTY—Fairly high prices continue to be asked for glass. Stocks are low, and trade is quiet. The independents in the United States have been trying to form some kind of association, but it looks now like deferring any coming together for another little while. Putty is in fair demand only.

WHITE LEAD—The situation is interesting, but the market quotations have not undergone any change; nor is there any immediate prospect of one. No. 1 is $5.40 to $5.65; pure white, from $5.80 to $6, and a superior line is offered at $6.25. In red lead the movement is chiefly of a jobbing order. Genuine is quoted at $4.50 for casks and $4.75 to $4.80 in 100 lbs.

PARIS GREEN—Barrels at 20½c. and 25-lb. drums 21½c., are the quotations this week, which are unchanged from last week. Demand is quiet.

STAINS AND VARNISHES — Light orders are being received, but by the

"Selling goods is the easiest thing in the world if you have the right goods."

The white base of

"English" Liquid Paint

is

70% Pure White Lead
30% Pure Zinc White

And all of this 70% of lead is Brandram's B. B. Genuine White Lead.

Brandram's B. B. Genuine White Lead has been manufactured by Brandram Bros. & Co. at London, England, for over one hundred years. Its whiteness, its wonderful covering capacity, its minute fineness, its affinity for linseed oil, mark its superiority and justify its command of highest market prices.

Brandram's B. B. Genuine White Lead is now manufactured by the original "Brandram" process in the new lead corroding works at Montreal of Brandram-Henderson, Limited.

"ENGLISH" LIQUID PAINT costs you no more although it is made of 70% pure white lead.

But it gives you better paint.

"ENGLISH" LIQUID PAINT costs you no more although all of the 70% lead used is Brandram's B. B. Genuine White Lead.

But it gives you better paint.

Just send us a postal card asking for prices and proposition.

BRANDRAM-HENDERSON, LIMITED

Montreal **Halifax**
St. John **Winnipeg**

MURESCO

Is Something You Can Strongly Recommend

For mural decoration, because it is economical, sanitary, clean, artistic and durable—five sound talking points.

This Spring you are, of course, going after the painters' trade, and there is no more reliable, profitable and mutually satisfactory line you can push than Muresco.

You may easily build up a big, rapidly moving business in Muresco, because beyond a doubt it is the finest water color wall finish on the market, containing thirty per cent. more water than any other preparation. One coat in most cases is sufficient.

Have you sent for our color cards and prices?

BENJAMIN MOORE & COMPANY, Limited
WEST TORONTO, CANADA

New York **Chicago** **Cleveland**

A Reminder.

This is to remind you, Mr. Paint Dealer, that if you haven't written for our money-making plan that you are wasting valuable time. It isn't every brand of paint that has back of it a 100 per cent PURE GUARANTEE. Every gallon of

Martin-Senour 100 per cent Pure Paint

that you sell is another stone laid in the foundation of a permanent paint trade. Purchasers who buy it to try, buy it again the next time they want paint. It doesn't take long for them to find out that for durability, service, richness of appearance, brilliancy and wear it's the most economical and satisfactory article they can buy.

It will pay you to get acquainted with us and let us make your trade acquainted with Martin-Senour 100 per cent Pure Paint. Write today.

The MARTIN-SENOUR CO., Ltd.,
Pioneers of Pure Paint

MONTREAL **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

warm weather these are expected to increase. Quotations are unchanged.

PETROLEUM -- Business continues good, nearly as good as in December, when petroleum was in brisk demand. Prime white is 13½c.; water white, 15½c., and Pratt's astral, 17½c.

OIL WELL BURNS TWO MONTHS.

The great oil well fire in the San Geronimo district of New Mexico burned continuously for two months before it could be extinguished. The oil was ignited on July 4, and a gas blow-out which immediately followed caused the opening in the earth to be widened, and the whole drilling outfit, derrick, engine and all, were engulfed.

The outpouring of oil caused a miniature volcano to form, the crater being several hundred feet across. The flame from the burning hole was 160 to 180 feet wide and rose to a height of about 1,800 feet, the smoke and vapor rising to an additional height of about 16,000 feet. It was a grand spectacle, the flame being easily seen for a distance of 200 miles.

The fire was finally extinguished, after destroying oil estimated at 5,000,000 barrels, by six centrifugal pumps which threw mud and water into the caldron day and night for two weeks.

After the flames were extinguished the mammoth well continued to flow oil at the rate of 150,000 barrels a day and the services of several hundred Mexican soldiers and other laborers were required to construct temporary earthen reservoirs to hold it. Even then great quantities of the oil escaped into the San Geronimo River and adjacent lagoons.

The fire was without doubt the greatest oil fire in the history of the world. The nights were turned into day while it lasted and fine print could be read at night within a radius of 100 miles of the burning oil, the illumination was so brilliant.

Of such grandeur and force as to create a feeling of awe within the stoutest heart, it was viewed by the ignorant Mexicans for 200 miles around with fear and superstition. They wondered if it would spread until the whole world was consumed, and muttered and hinted at all sorts of dire things because the Americanos had not been content with what the Creator had placed on top of the earth for them, but had bored great holes in the earth, tapping the fires of hell.

ATTRACTIVE PAINT WINDOW.

Many hardware men neglect to push paint in their window displays, although it is one of the best to exhibit in the spring, when the customers are thinking of housecleaning and brightening up both the interior and exterior of their houses.

A very good display arranged last March by H. J. Marshall, for George W. Ecclestone, Bracebridge, Ont., is shown in the accompanying illustration and it should encourage others to make a similar push for business at this time.

Good Spring Display of Paints, made by Geo. W. Ecclestone, Bracebridge.

NEW FIRM AT OTTAWA.

The Capital Paint & Oil Co. have opened offices at Ottawa as manufacturers' agents in paints, oils, varnishes and glass, representing in particular P. D. Dods & Co., Montreal, and the British American Oil Co., Toronto.

H. J. Dupont, who will manage the new concern, was formerly manager of the Canadian Oil Co.'s branch at Kingston, and for the past three years in charge of their Ottawa branch. He has a wide connection with the trade in Eastern Ontario, having traveled the ground for many years. J. H. Weber, who has been traveling east of Ottawa for "Island City" paints, will cover the same territory for the new firm, while T. H. Berney will continue to travel west of Ottawa, the ground he has been covering for the Canadian Oil Co. H. M. Kert, who will be secretary of the Capital Paint Co., has been bookkeeper for the Canadian Oil Co. at the Ottawa branch.

In One gallon Cans
In Half gallon Cans
In Quarter gallon Cans
In pint Tins
In half pint Tins

"CUMOFF"
Paint and Varnish Remover
FOR USE ON
Wood or Metal

Removes Old Paint, Varnish, Shellac or Enamel, leaving the surface ready for refinishing.

Will not raise the grain of the wood.

HAS NO DISAGREEABLE ODOR.

Will not injure the hands. Will not destroy the brush.

Will undoubtedly increase your trade as "Cumoff" is an article long wanted by every painter.

Specially useful on Mouldings, Carving and the refinishing of old frames or Cabinet Work.

DIRECTIONS

Apply a good thick coat, using an ordinary Paint or Varnish Brush. Allow it to remain on for about 10 minutes. When the coating to be removed has become thoroughly softened, proceed to remove by using a Painter's Scraper or Pallet Knife. On Carved Work or Mouldings use a hard Scrub Brush instead of a Knife.

"CUMOFF"
IS MANUFACTURED ONLY BY
The Canada Paint
Company, Limited
Montreal Toronto Winnipeg

I WANT

PAINT SATISFACTION !

Are you giving it to him?

Are you able with that stock of cheap paint or that high priced dear paint to please and satisfy? Are you getting all the business you are after?

Let us speak to you about paint. Let us tell you what we can do for you to get the paint business.

This is the can,

It is

RAMSAY'S PAINTS

Known all over Canada as the paint for satisfaction. Never fails to meet the requirements, never sold too high—never too low. The price is right—The paint is right—It paints right. Do you want to sell it? Write us.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 The Paint Makers

A Reputation Builder

New Era Paint

There is never any question about moving a stock of New Era Paint—its quality is so good and its price so moderate that it keeps you humping having enough stock to meet the demand. Try the effect of New Era Paint for your spring trade.

Color Cards and Prices on Request.

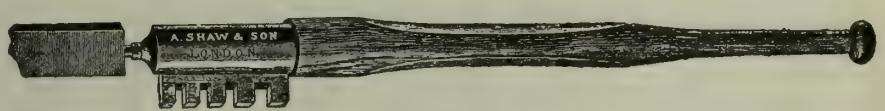
Standard Paint and Varnish Works Co.
Limited

Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.

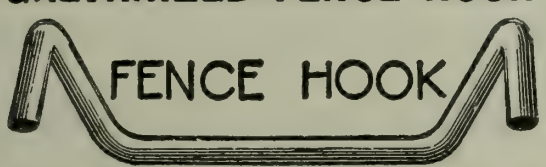
Manufacturers RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*

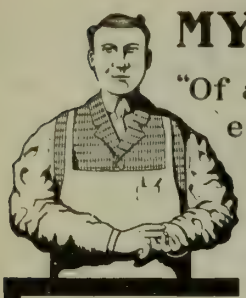


WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Are Your Goods on The Market?

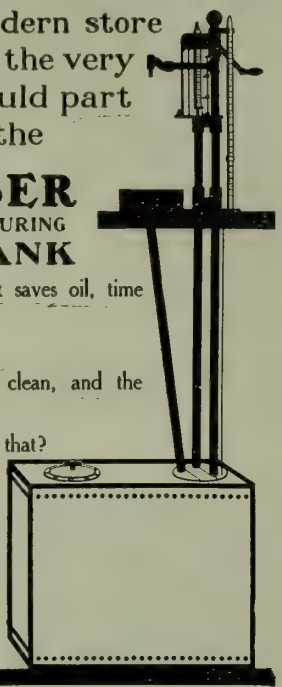
They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***



MY BEST FIXTURE

"Of all my modern store equipment the very last I would part with is the

BOWSER
SELF MEASURING
OIL TANK



That's because the Bowser is the biggest money saver—it saves oil, time and labor.

Wouldn't you appreciate this?

It keeps the oil pure, the store clean, and the groceries free from any oily smell.

Wouldn't your customers appreciate that?

Send a postal for Bulletin **5454.** It tells how to make oil pay big.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

By the HOT Water You Will Know THEM

Various wall finishes claim the same qualities as Alabastine. Yet how can they possess these same qualities when they are not made of the same ingredients? Alabastine is a hygienic cement made from gypsum rock. "Imitations" are whiting and glue preparations, requiring the addition of hot water. Cold water is all that's necessary with Alabastine. Order Alabastine through your jobber or direct from the Alabastine Co., Ltd., Paris, Canada.

Just Add COLD Water to ALABASTINE

For Interior Finishing.

ELASTICA

Some Strong Selling Suggestions.

Hardens over Night.

It dries free from dust in from four to six hours and on linoleum, oilcloth, painted or old floors, one coat is sufficient. It is a finish, that after applying at night, you can walk on the next morning and no heel marks will be observable, neither will it rub off. Elastica will retain its lustre and will stand the severest wear and washing. It works easily and will not scratch, spot or mar.

Send for Details of Special Selling Plan.

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finishes.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

The White Lead Association of Canada

This Association was formed in 1889, for the purpose of removing abuses in the sale of White Lead, and was successful in securing legislation which has contributed to securing that White Lead, marked "Pure" or "Genuine" must be absolutely free from adulteration. The Association adopted the following label, which is used by its members on all pure White Lead issued by them.

This label, the Association believes, is being imitated in several quarters, and the copy label is here shown in order that dealers may be careful to avoid imitations and secure White Lead bearing the guarantee of the Association.

This label is registered at Ottawa and action will be taken against all parties using any imitation thereof.

All enquiries will be answered by the Secretary, JOHN HYDE, Chartered Accountant, 304 Merchants Bank Chambers, Montreal

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

Atkins Silver Steel

Segment Ground

Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
Starting in Business.

SEND $1.00 TODAY, and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Company

10 Front St. E., Toronto, Canada

FLOOR PAINT SEASON

is almost at hand.

Now is the time to stock up with

Island City Durable Floor Paint

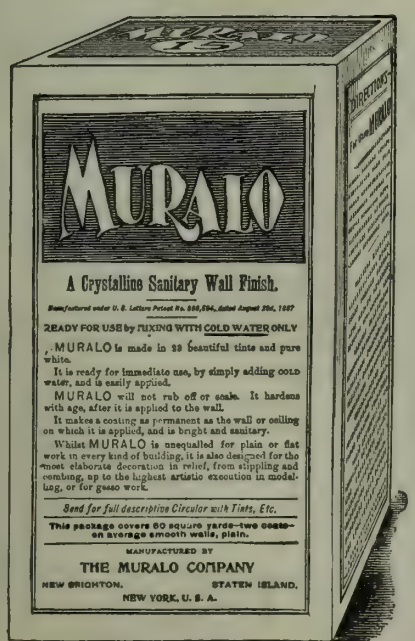
Made in ***SIX*** splendid colors. Dries in eight hours. Make old floors look bright and fresh. A ready selling floor paint which the dealer can safely recommend. ***Backed by our guarantee.***

P. D. DODS & CO., Limited

MONTREAL, QUE.

MURALO

SANITARY WALL COATING



Muralo is the pioneer of Sanitary wall coatings —and for 15 years has enjoyed the largest sale, chiefly because it will, under any circumstances, give superior results. Muralo is made in 28 beautiful tints and has remarkable covering power, spreading qualities and artistic finish.

SHOULD BE HANDLED BY ALL HARDWARE AND SUPPLY STORES

Western Canadian Agents
ASHDOWN HARDWARE COMPANY
Winnipeg, Manitoba

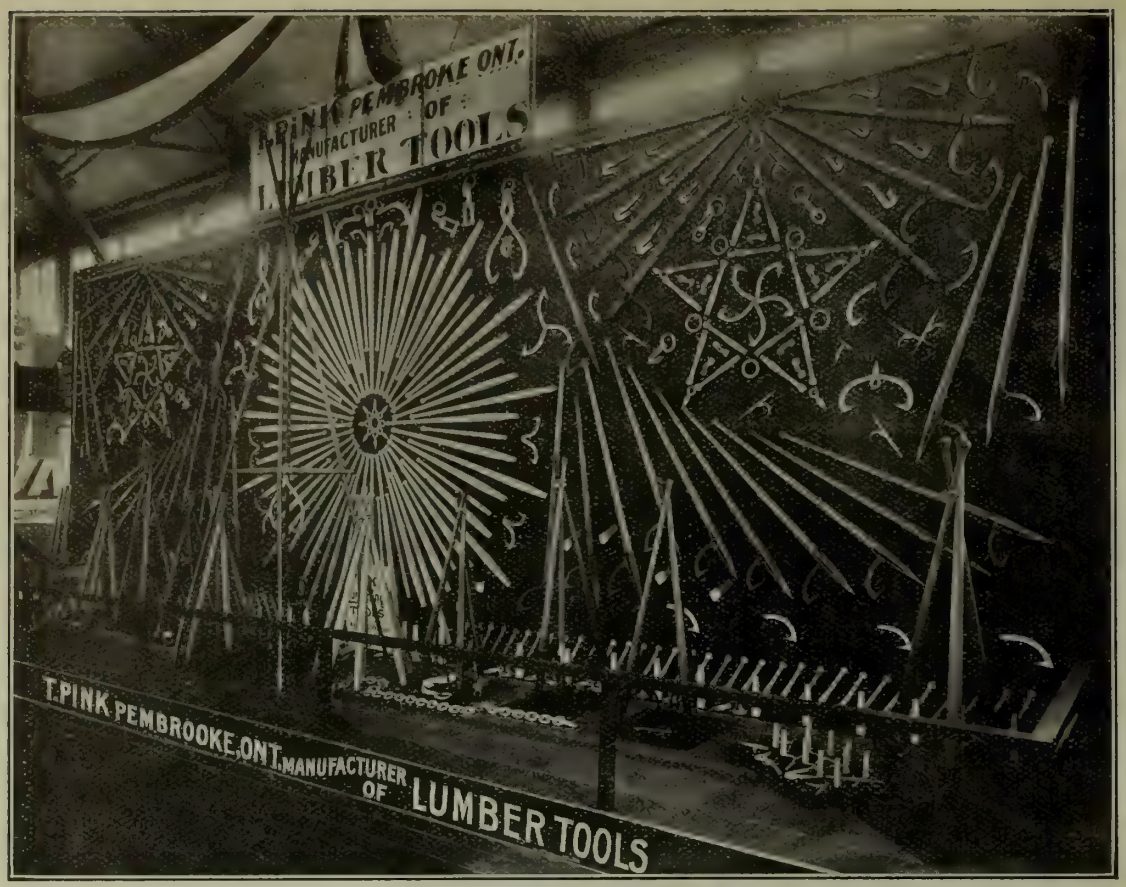
SOLE MANUFACTURERS

THE MURALO CO.

NEW YORK

The Largest Manufacturers of Water Paints in the World.

Canadian Agents:
A. RAMSAY & SON CO.
MONTREAL



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Canadian Hardware Jobbers

Use Large Space in Our Annual Spring Number each year. Last year during depression

Lewis Bros , Montreal, used 5 pages
Hobbs Hardware Co., London, 2 pages
Caverhill, Learmont & Co., Montreal, 2 pages
H. S. Howland, Sons & Co., Toronto, 2-page insert
Frothingham & Workman, Montreal, 1 page
Rice Lewis & Son, Toronto, 1 page
D. H. Howden, London, 1 page
Kennedy Hardware Co., Toronto, 1 page
Wood, Vallance & Co., Hamilton, 1 page

These firms have travellers covering the country thoroughly and are in a position to know whether or not this Number is read by the hardware trade throughout Canada.
Practically every article sold through the Canadian Hardware Trade will be advertised in it.
It will, therefore, be used for months as a Directory by Wholesale and Retail Dealers.
Our Annual Spring Number will be published March 20—just when Spring trade is opening up. An immense amount of Hardware is shipped to the West as soon as navigation opens. The end of March is, therefore, a most opportune time to make good, strong bid for business.

WE GUARANTEE TO SEND A COPY OF THIS NUMBER TO EVERY HARDWARE, STOVE AND TINWARE DEALER IN CANADA

RATES: Full Page, $35.00 *Half Page, $20.00* *Quarter Page, $12.00*

Advertising Forms Close March 16

HARDWARE AND METAL

MONTREAL TORONTO WINNIPEG

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

GILBERTSON'S COMET

Gilbertson's Sheets
and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized Flat Sheets that are unequalled as to flatness ; absolute trueness to gauge ; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Ltd., PONTARDAWE, South Wales

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

---

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

SEYMOUR SHEARS

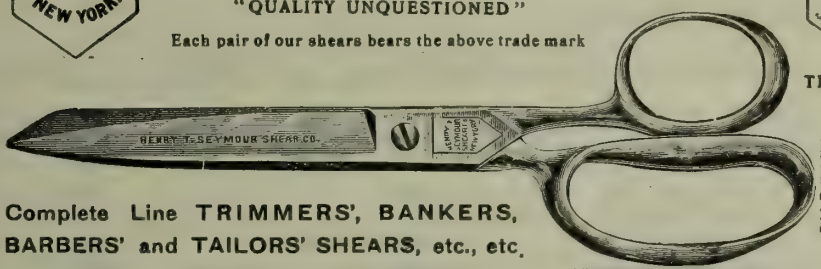
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

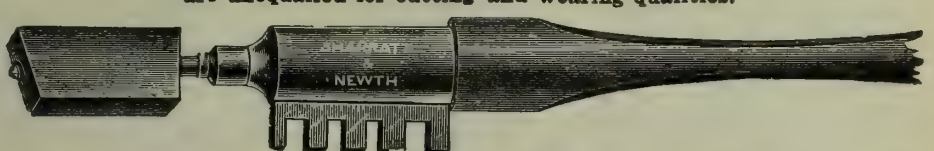
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardwre and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

Jardine Universal Ratchet Clamp Drill

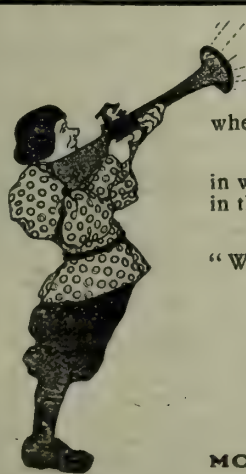
Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in your proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,
MONTREAL TORONTO WINNIPEG

THE SHREWD DEALER

takes no chances on quality when he is sure of his base of supplies. Take the matter of Roofing, and ask any man if he wishes to take a chance on inferior or unknown brands. Our goods are backed by a guarantee. Guarantee that they build and hold your trade, because it's in the goods, known all over the Dominion for Quality. Ready Roofing, Tarred Felts, Sheathing, Wrapping and Building Paper. These are the brands:

Tarred Felt and Joliette and Cyclone Sheathing

In addition to Quality our Prices are always right

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

February 27, 1909

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb.......	0 09
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 60
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 26
" seamless base	0 26

Copper tubing, 4 cents extra.

COPPER. Per 100 lb.

Casting ingot.............	14 50	15 25
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz........		21 00
Plain, 16 oz., 14x48 and 14x60		21 00
Tinned copper sheet, base	....	24 00
Planished base............	....	30 00
Braziers' (in sheets). 4x8 base...	....	0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 50
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60
Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ..	3 70	3 50	3 65	...
22-24 ..	3 95	3 75	3 75	3 95
26........	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 45

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2 ..	....	18 75
Middlesboro, No 3 pig iron..	19 50	21 00
Summerlee. No. 2 " ..	20 50	21 50
Carron No. 1	22 50	....
Carron, special...........	21 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor, charcoal iron.......	32 00	32 50
Ferro Nickel pig iron (Soo)....	..	25 00
Angles..................	2 60	2 50
Common bar, per 100 lb......	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 25
Mild steel..............	1 90	....
Sleigh shoe steel...........	1 90	2 05
Iron finish machinery steel (domestic)	2 00	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 05
Sheet cast steel...........	0 15	0 15
Toe calk steel............	2 40	2 75
Mining cast steel..........	0 07½	0 08
High speed	0 60	0 60
Capital tool steel..........	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel....	0 08	0 08
Corona tool steel..........	0 08½	....
Silver tool steel...........	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $31 50 31 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C, 14 x 20 base	....	$6 00
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..........	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—

I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—

I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 6 75
" 14x65. " }

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 70	3 80
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks..................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 50	5 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2 Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 12½
Light copper bottoms	0 10	0 11
Heavy red brass....	0 10	0 11½
" yellow brass	0 08½	0 09
Light brass...............	0 07½	0 06½
Tea lead	0 02½	0 02½
Heavy lead...............	0 02½	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No.1	13 50	14 00
Stove plate...............	11 00	12 00
Malleable and steel	9 00	8 00
Old rubbers....	0 07½	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 70 p.c.

Standard Compression work, 65 and 5 p.c.

High grade compression work, 60 p.c.

Cushion work, 50 per cent.

Fuller work, 70 p.c; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.

Flatway stop and stop and waste cocks 65 p.c.; roundway 50 and 10 p.c.

J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.

Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.

Kerr Jenkins' disc, standard valves, 60 and 10 p.c.

Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.

Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.

Kerr brass Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.

Kerr N P Union elbows, 75 and 5 p.c.

J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.

Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " " ...... "	1 65
No 7 Fuller " " ...... "	2 00
No. 4½, " .... "	2 00
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each.................	2 20

Square head brass cocks, 55; iron, 60 p.c.

Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.

Furnaces—45 per cent.

Registers—70 per cent.

Hot Water Boilers—50 and 10 per cent.

Hot Water Radiators—55 p.c.

Steam Radiators—55 and 2½ per cent.

Wall Radiators—50 and 5 p.c.

Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.

Lead waste, 27½ p.c. off.

Caulking lead, 4¾c. per pound.

Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch........	2 03	⅛ inch........	2 86
¼ "	2 25	¼ "	3 08
⅜ "	2 63	⅜ "	3 49
½ "	3 55	½ "	4 71
1 "	5 11	1 "	6 71
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 41	3 "	30 95
3½ "	29 45	3½ "	38 9
4 "	33 48	4 "	44 28

Malleable Fittings—Canadian discount 40 per cent.; American discount 25 per cent.

Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.

7 and 8-in. pipe, 40 per cent.

Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb......	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping.......................	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol).........	0 01
Sugar of lead......................	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins	pure.	....	0 08
Chrome yellow	"	....	0 6
Golden ochre	"	....	0 10
French "	"	....	0 8
Chrome green	"	....	0 09
French permanent green	"	....	0 13
Signwriters' black	"	....	0 15
Marine black, 25 lb. irons..........			0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels........................	0 20½
25-lb. drums..................	0 21½

PIGMENTS.

Orange mineral, casks........	[illegible]
" " 100-lb. kegs	0 09½

Retails at $2.00

"PYRAMID" RAZOR

Always Reliable **Sheffield Manufacture**

From all the Leading Jobbers in the Dominion

PREPARED PAINTS.

Barn (in bbls.) 1 gal. tins		0 90
" " 5 gal. tin	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 00
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Pure.	Ordinary.
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 58 0 62
Linseed Oil, " raw	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P. lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 85	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 00		20 50

Toronto, 30 p.c. to 3) and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 50

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic coaching		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
Union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B. H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flatine floor finish		3 00
Elastica exterior finish		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 10 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Canadian door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slaters paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise per roll	0 35
Resin sized Fibre per roll	0 50
Asbestos building paper, per 100 lbs.	4 00
Heavy straw plain & tarred per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 5 lbs	1 40
Tarred wool roofing felt per 100 lb.	1 80
Pitch, Boston or Lyon's, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60", per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Cans and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, per barrel	1 70	1 75
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
Iron Clad" paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95
Paving Blocks per 1,000.		
Blue metallic, 9"x4½"x3", ex wharf		35 00
Stable pavers, 12"x6"x2", ex wharf		50 00
Stable pavers, 9"x4½"x3", ex wharf		36 00

DOOR SETS.

Canadian, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net		7 25
" " 5-in. "		7 00
" " 6-in., "		6 75
" " 8-in., "		6 50
" " 10-in. and larger		6 25
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in. per 100 lb.		4 75
over 12 in. "		3 75
Cratch hinges and back flaps, 65 and 5 p. c.		
Chest hinges and hinge hasps, 65 p.c.		

SPRING HINGES.

Spring, per gro., No. 5, $16 10 No. 10, $16.10; No. 20, $8.05; No 50, $17.58; No. 51, $7.75; No. 120, $16 10.
Screen door sets No. 225, $14 95; No. 2260, $19.55; No. 227, $21 85; No. 1152 $19 95.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness, crescent, 10 inch, doz		2 25
" No 11, 10 12, doz		1 00
Hat & coat, crescent plated, dz.		0 75
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
½ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Crescent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, P. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Canadian 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 20	2 40
Solid "	1 50	1 75

SASH CORD.

Per lb	0 25	0 26

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Blind and bed, per lb	0 07½	0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	2 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz.		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern "		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.		4 40
" " 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 25	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

TRADE B MARK

Amatite ROOFING

Something Back of It

AMATITE is easy to sell because it offers better value for the money than any other ready roofing.

It can be profitably retailed for less than any other roofing of more than half its weight, so that the man that wants a good roof at low cost gets Amatite

Case's Grain Store, Colchester, Conn.

It is made with pitch, the greatest waterproof material known and so it appeals to the man that wants durability.

It needs no paint—the real mineral surface takes care of that—and the "no painting" feature of Amatite appeals to everybody.
Back of the forces that sell Amatite is the HEAVIEST ADVERTISING CAMPAIGN in the business, which is "going some" these days.
We help the dealer by giving him samples, booklets, electros and signs for his own advertising. Write For Particulars.

Paterson Manufacturing Company, Limited Toronto Montreal Winnipeg Vancouver St. John, N.B. Halifax, N.S.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.......... 1 15
Ivory, No. 1282, 2 foot, each.... ...... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14, 75 and 2½, doz.......... $23 00
Iron, No 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English, ass skin, No. 1921, 66 ft., doz. 2 85
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No 404, 66 ft, each.... 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's, linen, No 1822, 66 ft. ea. 1 10
" steel, No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅔ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz. pairs.	
Stearns wood track	4 50	6 00
Zenith........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail...............		4 25
Crown		4 85
Crescent.......		6 50
Sovereign..........		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25
" " 1¼ x 3-16 in (100 ft) ....

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................. " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in, $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews'.............. 4 50 11 00

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over............... 0 10½
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11¼
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's..................... .... 0 13½
Berg's, per lb.................. .... 0 12½
Brook's....................... .... 0 12½
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts........	60
Bolt Ends......................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4¾c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d..................	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Wads.	per lb.
Best thick brown or grey felt wads, in ¼-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 20
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge......................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges..................	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.: spring, 40c. upwards.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	17 00
Clauss perfect stropper	....	18 00
Berg's..................	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 45%; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

CLAUSS BRAND DOUBLE SWEDGED BLADE POCKET SCISSORS

Fully Warranted

Hand forged from finest steel. Welded on our Composition Metal. Hardened in water. Tempered by Natural Gas. Full Crocus Finish and nicely nickel plated.

The Clauss Shear Co., - Toronto, Ont.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 35 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 p.c.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 80	0 90

METAL POLISH.

Tandem metal polish paste ... 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	6 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $2.50; 3 in., $3.25; 4 in., $4.45; 5 in., $6.60.

FAUCETS.

Common, cork-lined, 35 per cent.

HAVERSTOCKS.

10-inch ordinary ..... per 100 ft. 3 00
Furnace fittings, 50 p.c.

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk cans, 40 p.c.
Creamery Cans, 45 per cent
Creamery can trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per doz. extra.
Prism lobes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 35 per cent

GALVANIZED WARE

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent,
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 p.c

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS

Lithographed, 60 and 10

STOVES

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch "	7 50

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz. 1 32
7-inch " 1 47
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.75; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 50 Galvanized.... 2 75

HAY WIRE IN COILS.

No. 13, $2.70: No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal.—100 lb., Nos. 4 and 5, $3.05; 6, 7, 8, $3.40; 9, $3 90; 10, $3.45; 11, $3.50; 12, $3.05; 13, $3.15; 14, $4.00. F.O.B. Pittsburg—Nos. 4 and 5, $2.90; 6, 7 and 8, $3.25; 9, $2.25; 10, $2.30; 11, $2.35; 12, $2.40; 13, $2.50; 14, $3 00; less than cars, 10 cents higher. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
6 to 5	$0.80	$0.75	$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 60 extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	2 85
Galvanized, plain twist	3 20

Galvanized barb, f.o.b. Cleveland, $2.65 for small lots and $2.55 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star mops	1 20
Crescent mops H	1 50
Folding ironing boards	16 25 18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style per doz. 8 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse and Snowflake	54 00
Downswell	39 00
New Century and Bluebelle	75 00
Daisy	54 00
Stephenson	74 00
Spotless	69 00
Puritan Motor	156 00

WOODEN PAILS.

Cane's wire hoop 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00 7 00
Best quality	10 00 12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	3 25
Small heel "	4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09½
Pure Manilla	0 11½
"British" Manilla	0 10
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ¼ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply	0 25
" " 4-ply	0 29
Mattress twine per lb.	0 35 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ½c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 12	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 12
Lily white "		0 40
Arkansas "		1 00
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
" 200 lb. and over "		60 00

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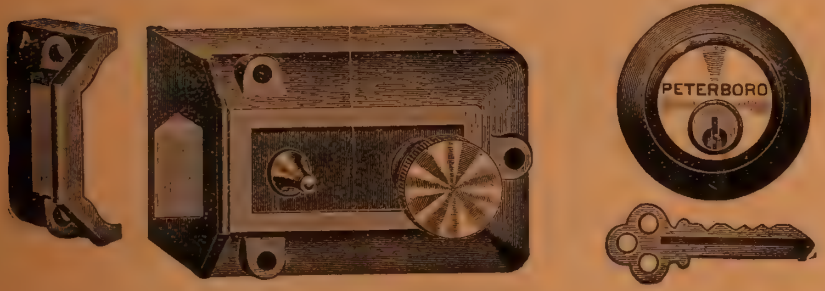

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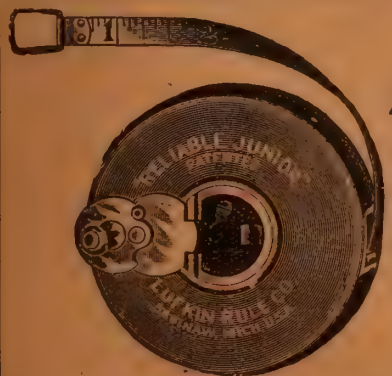

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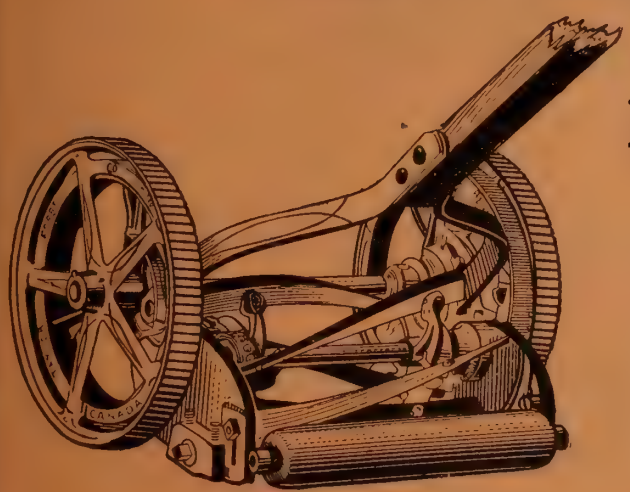

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HARRY F. MOULDEN, 290 Garry St., WINNIPEG, MAN.

Don't Wait for Something to Turn Up. Try a "WANT AD."

The Season for Wheelbarrows

Will Soon Be Here

Get our Prices on **Garden Barrows**
Also **Navvy Barrows**
Steel Tubular Barrows
Pan-American Barrows

Grass Shears, Pruning Shears,
Tree Pruners, Garden Tools,
Lawn Mowers, Etc.

Lumber Tools

"Peavies," "Cant Hooks," "Timber Grips,"
"Boot Calks," "Boom Chains," "Pike Poles,"

"Proof" Coil Chain, all sizes 1/8" to 1 1/4"
"Jones & Lloyd Special BBB" Decking Chain

"Trident" Steel Loading Chain

RICE LEWIS & SON, Ltd.

King and Victoria Sts.

Toronto, Ont.

The White Mop Wringer

Is taking the place of the old way of hand-wringing and scrubbing.

Do **you** have the **"White"** in stock?

Do your **customers know** that you have it?

Keep it well displayed with a **"White" Easel.**

Order direct, or of your jobber

THE WHITE MOP WRINGER CO.

Fultonville, N.Y.

A Cure for All Breechy Horses and Cows is

Pearson's Patent Poke No. 2

It is the best poke on the market to-day, and possesses several strong advantages.

Among them are:

Will not slip off.
Does not wear the mane.
Is easily adjusted.
Is light and strong.
Will prevent running in field.
Allows animal to lie down and to eat comfortably.

Write for price lists.

Money back if not exactly as represented

J. H. Still Manufacturing Co.

Limited

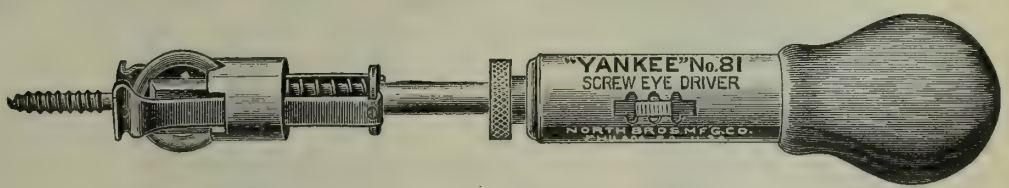
St. Thomas, Ontario

"YANKEE TOOLS"

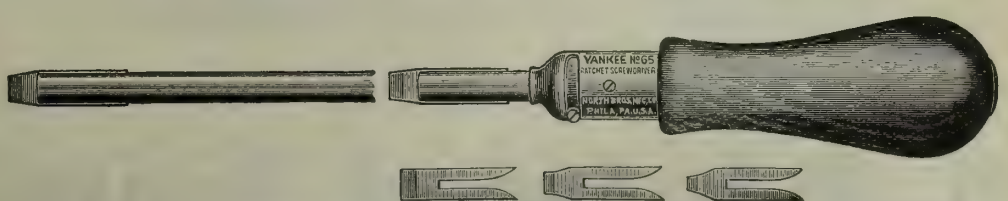
SOME NEW STYLES—HAVE YOU SEEN THEM?

are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE

"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.



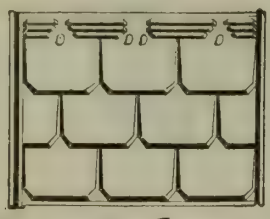
"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.

We Have Protected the Trade for 24 Years.



Eastlake Steel Shingles

either Galvanized or Painted

Are Always Reliable They are more economically durable and quicker to apply than any others, fitting accurately—and therefore most easily laid.

They have been thoroughly tested in all kinds of climates, invariably proving **Fire, Lightning, Rust and Weather Proof.**

If you're building, make sure of satisfaction by ordering EASTLAKES for the roof—fullest information if you write.

Metallic Roofing Co., Limited,

WHOLESALE MFRS., TORONTO, CANADA.

METALLIC CEILINGS

are everything that plaster, wood and wall paper **are not.**

Metallic Ceilings are fireproof, absolutely.

Metallic Ceilings don't crack or crumble — don't get damp or mouldy—don't need repairs.

Metallic Ceilings are far-and-away the most economical building material you can put in a house.

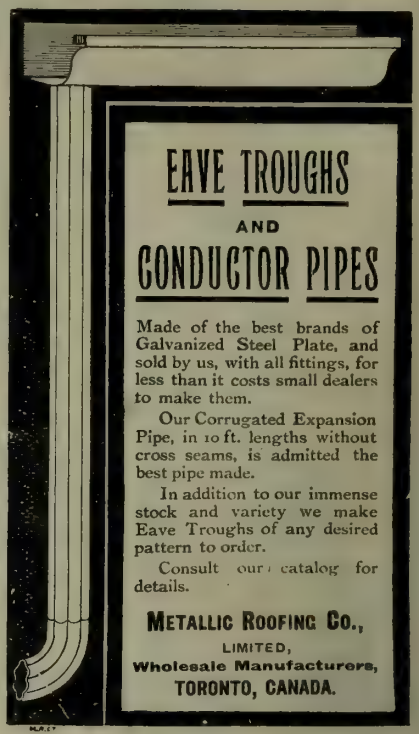
You don't believe it? We can prove it. Write us for the facts.

The Metallic Roofing Co. Limited

MANUFACTURERS

TORONTO AND WINNIPEG

(50)



EAVE TROUGHS AND CONDUCTOR PIPES

Made of the best brands of Galvanized Steel Plate, and sold by us, with all fittings, for less than it costs small dealers to make them.

Our Corrugated Expansion Pipe, in 10 ft. lengths without cross seams, is admitted the best pipe made.

In addition to our immense stock and variety we make Eave Troughs of any desired pattern to order.

Consult our catalog for details.

METALLIC ROOFING CO., LIMITED,

Wholesale Manufacturers,

TORONTO, CANADA.

The Metallic Roofing Co., Limited, Toronto & Winnipeg.

ZINC

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

CHAIR SEATS

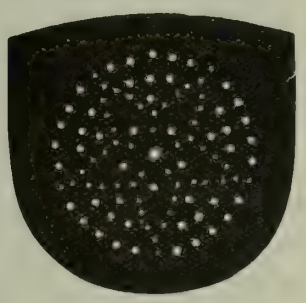
For the next few weeks watch this page weekly for pointers in Spring Buying.

MONEY MAKERS

Largest Sales are in the Spring

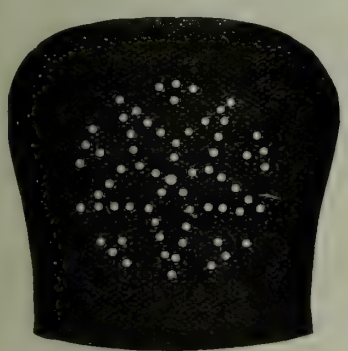
LOCAL
Width—13, 14, 15, 16 inches

SQUARE
Width—13, 14, 15, 16 inches



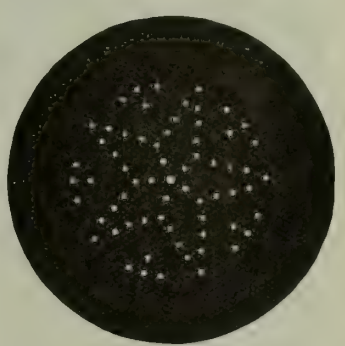
CROWN DINING
Width—14, 15, 16 inches

The measurements are always taken by extreme width, not the length



ROCKER SEAT
Width—18 inches

If you don't stock them, you should. Try a sample and see how they sell.



ROUND
Width—13, 14, 15, 16 inches

BALL TOP
Width—14, 15, 16 inches

ULSTER DINING
Width—14, 15, 16 inches

GRECIAN
Width—14, 15 inches

LEWIS BROS., Limited

Importers and Distributors

OTTAWA TORONTO **MONTREAL** CALGARY VANCOUVER

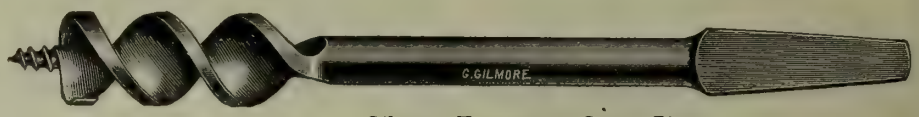
Sap Spouts, Pails and Tapping Bits

The season is near when these goods will be in full swing. Have you placed an order for any of this line yet ? If not, we are carrying a large stock of these goods and have interesting prices to offer you.

Sap Pails

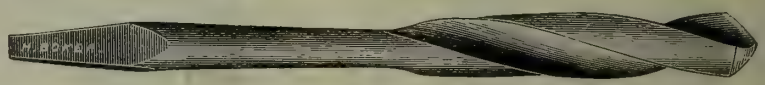
Sap Pails

Nos.	8	12	16
Quarts	6	8	12



Gilmore Tapping or Sugar Bits

Cook's Patent Tapping Bit



Boker's Tapping Bit

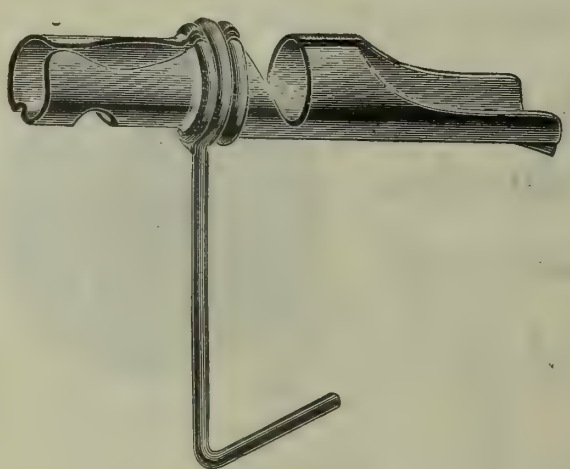
We recommend the Gilmore Bits as the best on the market, they will stand a lot of rough usage.

Send us a trial order

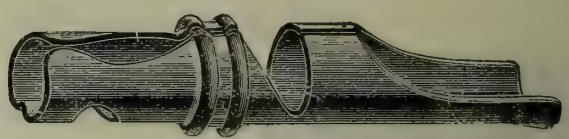
Bits made in four sizes :

3/8", 7/16", 1/2", 9/16"

Packed 1 doz. in a box



"Eureka" Steel with Hook



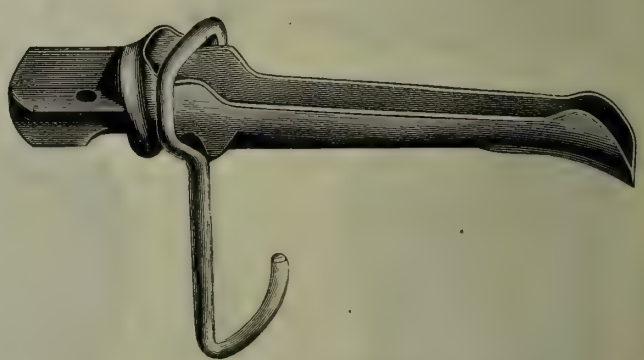
"Eureka" Without Hook

Made of heavy steel and are easily inserted without injuring the trees. No leakage.

Packed 100 in a box

The "Eureka" Cast Iron Sap Spouts are extra heavy making them strong and durable. They secure the full flow of sap.

Packed 500 in a case.



"Eureka" Cast Iron

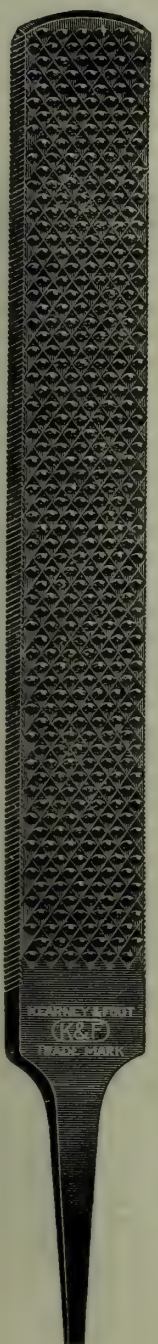
Ask our travellers to quote

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal, ... Canada

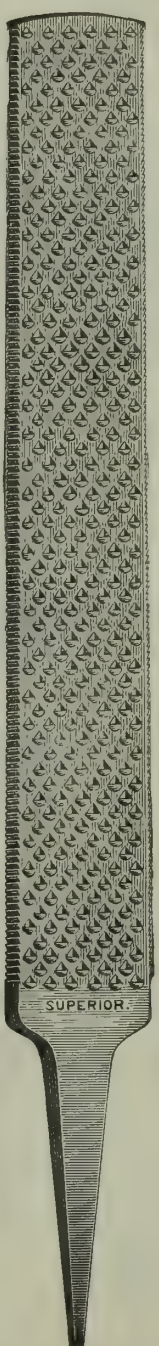
HORSE RASPS



are another excellent example of the completeness of the lines of goods we carry in our stock. We show here four of the best and most reliable makes of horse-rasps in the market. Our stock includes all of these four in both plain and tanged and in a large range of lengths. We have everything in that line you are likely to be asked for.

The completeness and the good selections of sizes and makers are characteristics of our stock. We choose the goods we will sell solely on their merits, and it will pay you to handle the goods we advertise. You can rely on their quality, which is backed up by the makers' names as well as by our own. You can make a good profit on them, too, because we sell right.

Order from us whenever you want hardware.



Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.

Showrooms, TORONTO, 77 York St OTTAWA, 111 Sparks Street, QUEBEC. FRASERVILLE.

SEASONABLE GOODS

JUST THE THING—HEAVY SELLERS

Mrs. McGregor's Family Nail Box

500 NAILS—ALL SIZES

Biggest value ever placed on the market. Contains all sizes from ⅜ in. x 20 ga. to 1¼ in. x 12 ga. Suitable for repairing furniture, brackets, frames, etc., in fact a nail for every purpose required in and about the house.

Send us your Spring order. Prices right. Ask our travellers about them.

Increase Your Profits

FROTHINGHAM & WORKMAN, Limited

MONTREAL

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

Rope and Blocks

Wood Tackle Blocks

Single and Double Sheaves.
Size, 3 inches to 10 inches.

Eddy's Steel Tackle Blocks

Single and Double Sheaves.
Size of Shell, 4 to 8 inches.

Hartz Steel Loading Block

With Stiff Swivel Hooks.

Hartz Steel Loading Block

With Grab Hook, Link and Swivel Eye.

Rope in Coils

Sisal

British Manilla

Pure Manilla

Hartz Steel Tackle Blocks

With Beckets.
Single and Double Sheaves.
Size of Shell, 6 to 12 inches.

Hartz Steel Block

With Beckets.
Triple Sheave.
Size of Shell, 6 to 12 inches.

Hartz Steel Snatch Block

7, 8 and 10 inches.

For Fuller Particulars See Our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

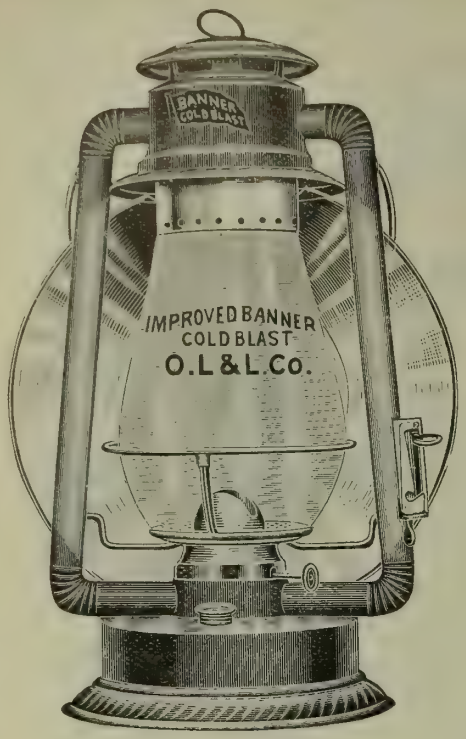
Opposite Union Station

Our Prices Are Right

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto

We Ship Promptly



BANNER "SEARCHDASH"

BANNER TRADE MARK

Is the name given to our new combination "Searchlight" and "Dashboard" Lantern.

It retains all the important features of our "Banner" Cold Blast Lantern with heavy, solid wired reflector and strong dashboard attachment as well.

Japanned Red or Dark Green

Packed ½ Dozen Cases

Write your jobber.

Ontario Lantern and Lamp Co., Limited

Hamilton, Canada

Stewart Clipping Machines

SELL FAST DURING

February, March and April

THEY YIELD A GOOD, QUICK PROFIT

No horse clipping machine ever made sells so fast or gives such good satisfaction as this

Stewart No. 1 Ball Bearing Machine

List for Canada, $9.75

Every machine sold under a positive guarantee that it must please your customer or money refunded, including transportation.

Your jobber has them. Write for free advertising matter.

Chicago Flexible Shaft Co., 250 Ontario St., Chicago

Eclipse Roofing

A large factory covered with Eclipse Roofing.

Eclipse Roofing is a high quality, water proof and odorless roofing. It is adapted to all kinds of roofs and will resist the severest weather.

It is made of a composition which renders it tough and durable. It will resist acids and is an excellent protection from fire.

Every dealer should carry a stock in hand. Eclipse Roofing is very popular on account of its good qualities, not the least of which is the ease with which it can be laid.

Why not get your share of the profits to be obtained by the sale of Eclipse Roofing.

Send for samples and descriptive circulars.

The Canadian Fairbanks Co., Limited

Montreal

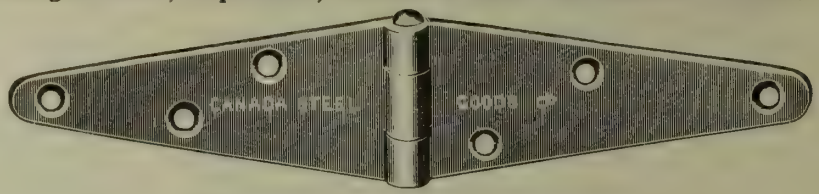
Toronto **St. John, N.B.** **Winnipeg** **Calgary** **Vancouver**

Crescent Brand Hinges and Butts

Bright Steel, Japanned, Electro-Plated and Nickel Finishes

Crescent Brand

Registered



Is the other fellow pressing you hard for business ?

Chances are he is doing it with Crescent Brand Hinges and Butts.

Many of the successful fellows have chosen them exclusively—and they are well worth choosing too, being made for the trade that seeks the best, and who are governed by quality.

Can you risk handicapping your business with inferior goods, when the price is not lower ?

If your jobber does not keep them, we will fill your order.

Canada Steel Goods Company, Limited

Hamilton, Ontario

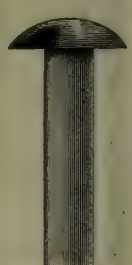
Leave the Money in the Country Wherein You Expect to Make Yours

Up to the Times

During our career of more than a third of a century we have always been leaders in the introduction of progressive methods. As a result, the quality of our goods is unquestionably the standard.

WIRE NAILS

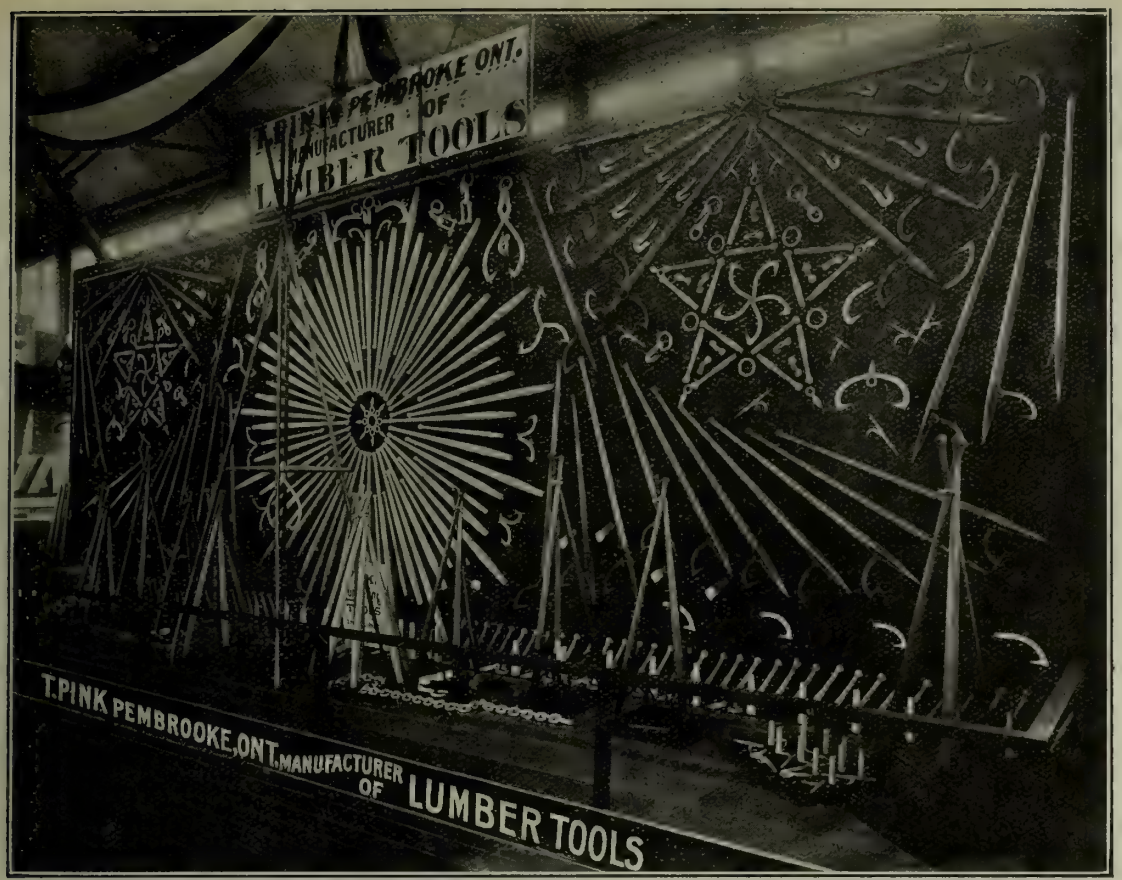
Machine Screws, Iron, Brass and Copper Rivets and Burrs; Staples, Corrugated Fasteners; Stove, Sink, Tire and Sleigh Shoe Bolts; Bright Wire Goods; Wire—Bright, Coppered, Tinned, in coils and cut to lengths, etc.



All Jobbers Handle Our Lines

Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

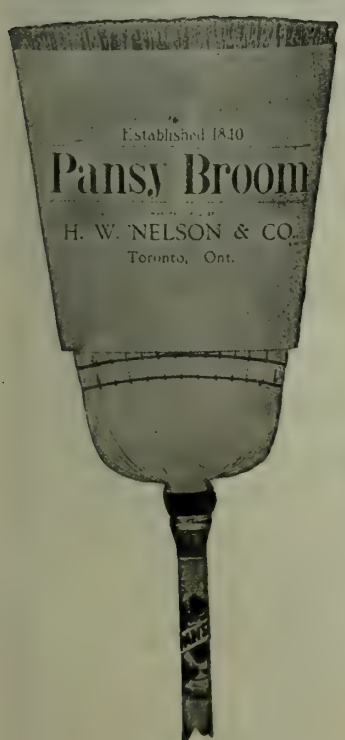
We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



It pays to buy a High-class Broom

At all times but never so much as just now. The recent advance in the price of broom corn used in common brooms has been very much greater than in the highest grade of that material, and you pay a good deal more accordingly for the ordinary kind. Sell

The "PANSY" which is chock full of Quality

and is an article that you can conscientiously recommend. The corn used is selected from the finest crop grown and the workmanship is the best. An ordinary broom is doubly dear at present but a real good broom is just now of double value.

"Buy from the makers."

H. W. Nelson & Co., Limited

TORONTO ONTARIO

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

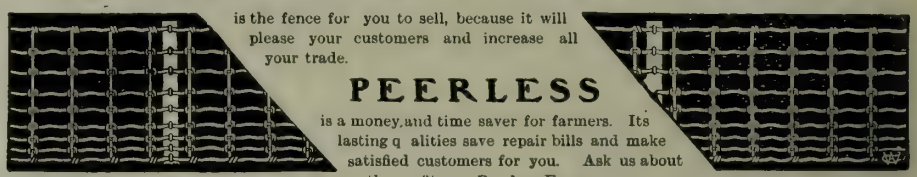
FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED
LONDON, ONTARIO

THE FENCE THAT SAVES EXPENSE



is the fence for you to sell, because it will please your customers and increase all your trade.

PEERLESS

is a money and time saver for farmers. Its lasting qualities save repair bills and make satisfied customers for you. Ask us about the profits on Peerless Fence.

The Banwell Hoxie Wire Fence Co., Ltd., Dept. J, Hamilton, Ont. Winnipeg, Man.

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

Remember! There is only one "Galt" Shingle

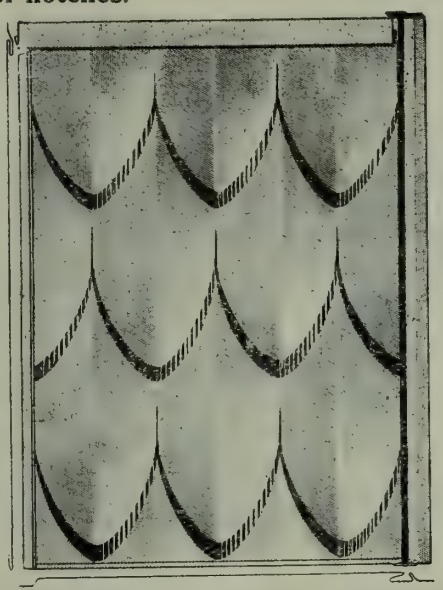
Only one shingle with the gale-proof, non-leakable, closed side-lock illustrated here :

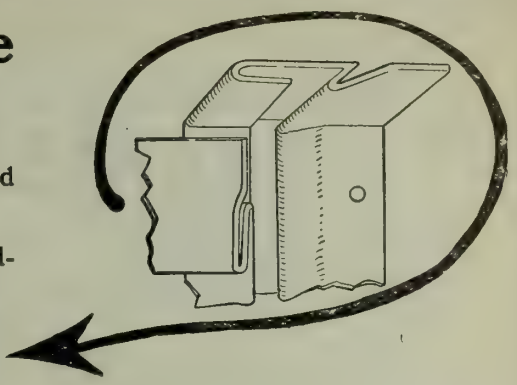
Only one shingle with two concealed nailing flanges :

And only one shingle with continuous, over-lapping end-locks formed without cleats or notches.

Just about places the "GALT" SHINGLE in a class by itself, doesn't it? This is the shingle your customers will insist upon and it's the shingle that you must handle if you want to make the most of metal roofing business.

You don't need to carry stock nor handle an account—just ask us for samples to-day and begin now to corner the roofing business in your locality. Will you?





THIS CLOSED SIDE-LOCK is found only in the new "Galt" Shingle. It is folded down by a blow from the hammer after laying and positively prevents wind from driving snow or rain up and out of the side-lock. It is the simplest, quickest, easiest, ONLY way to keep water out at this point.

It is such a real, conspicuous improvement on the old-fashioned metal shingle that it decides a man in favor of the "Galt" on sight.

This is something REAL to show a prospect—he doesn't care whether the manufacturer is twenty years old or a hundred—he wants a water tight roof and in the "Galt" he has one.

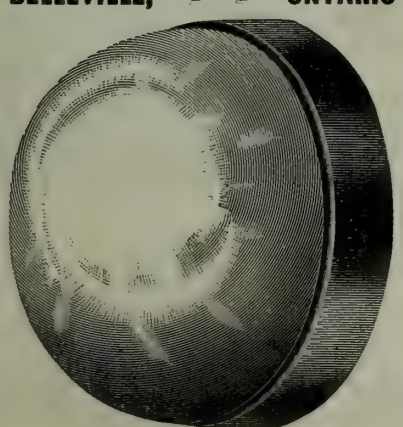
THE GALT ART METAL CO.
Limited
GALT, - ONT.
WINNIPEG, DUNN BROS.

We have recently made some ***important improvements*** to our Rotary Stroke Electric

DOOR BELL and TURN

This is a very handsome, practical and saleable set and is only one of our many trade-catching door bell designs. Sold by all leading jobbers in the Dominion.

The BELLEVILLE HARDWARE CO., Limited
BELLEVILLE, - - ONTARIO



This excellent line is put up with **Bronze, Brass** or **Steel Turns, Steel** or **Bell Metal Gongs.** Also with **Cast Bronze, Brass** or **Iron Turns.** Our full list is very attractive.

High-Grade Quality

is what you find in the

DILLON HINGE STAY FENCE

Dealers can sell this fence as it is built on an entirely different principle from other fences—the hinge stay principle. It is impossible to bend the stays. Its trinity of attractions are QUALITY OF WIRE, HINGE IN THE STAYS and REASONABLE PRICE : : :

WRITE FOR CATALOGUE

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

36" AND 40" NETTING

PALMER HAMMOCKS

and

ACCESSORIES

CUT Nº 029.

Hammock { Supports, Awnings, Trapeze Bars, Mosquito Nets, Hooks, Ropes, etc.

Send for our 1909 Catalog showing 109 colored illustrations.

7/4 AND 8/4 LENO

NEW YORK OFFICE
55 Worth St.

The I. E. Palmer Co.

MIDDLETOWN CONN.

Canadian Representative:
R. N. SCOTT, - - 200 McGILL ST., MONTREAL

The Original, Largest and Best Equipped Hammock Plant in the Country

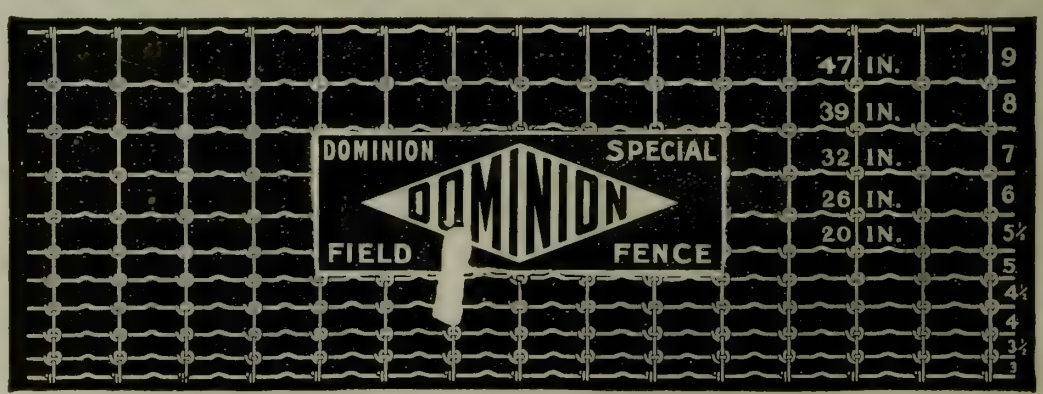
"The Latest and Best"—"DOMINION SPECIAL" FIELD FENCE

MADE FROM SPECIAL GALVANIZED HIGH CARBON WIRE
Drawn at Our Own Mill Galvanized at Our Own Mill Woven at Our Own Mill
FROM THE WIRE ROD TO THE FINISHED FENCE.

ENTIRELY "A CANADIAN PRODUCT"

JOBBERS should not fail to get into line at once and handle this fencing, your customers throughout the country will specify some fencing to complete their spring shipment of heavy goods. IT HELPS YOU IN MAKING UP A CAR.

RETAILERS will find this a profitable line to stock. Ask your jobber for "Dominion Special"



CONSUMERS who want the best value in fencing should insist on their dealer supplying "Dominion Special"

DESIGN No. 1155

Our facilities for shipping in "MIXED CAR LOTS" are unexcelled. Some dealers being unable to take into stock a straight car of any one product can take advantage of this by placing their order for a carload containing Barb Wire, Galvanized Wire, Oiled Annealed Wire, Coiled Spring Wire, Fence Staples, Wire Nails, and "Dominion Special" Field Fencing.

Dominion Wire Manufacturing Co., Ltd., Montreal

THE BARRY SUPPLY COMPANY

MANUFACTURERS' AGENTS

DOCK ST., - ST. JOHN, N.B.

Representing CANADA, BRITISH and AMERICAN MANUFACTURERS

Correspondence solicited from firms wishing to be represented in the Maritime provinces. Our salesman calls on all the trade.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

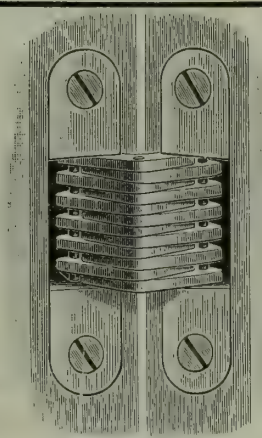
An Entirely New Plan

Is observed in the building of

THE

SOSS INVISIBLE HINGE

It is something decidedly novel and attractive and as far ahead of the old style hinge as the electric light is in advance of the tallow candle. Neat, artistic, and as easy to apply as the ordinary butt hinge, it is strong and rigid and fully guaranteed, used on book cases, wardrobes, china cabinets, ladies' desks, lockers, pianos, etc.



Send for illustrated booklet

The Soss Invisible Hinge Co.
Limited
104 Bathurst St. - - Toronto, Can.

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

OBSERVE THAT DIAMOND

It means something in Diamond Brand Fittings.

This trade-mark represents Perfection in material, threading and finish.

They are reliable

No sand holes

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA. - CANADA

JOSEPH RODGERS & SONS, Limited

SHEFFIELD, ENG.

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

GRANTED 1692

Sole Agents for Canada

James Hutton & Company
Montreal

The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

Write for Particulars

CANADIAN GENERAL ELECTRIC COMPANY, Limited
Head Office, - TORONTO, ONT.
District Offices: MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, ROSSLAND

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

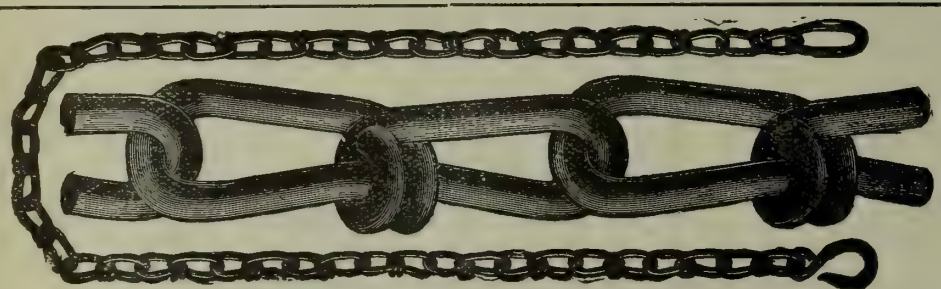
STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

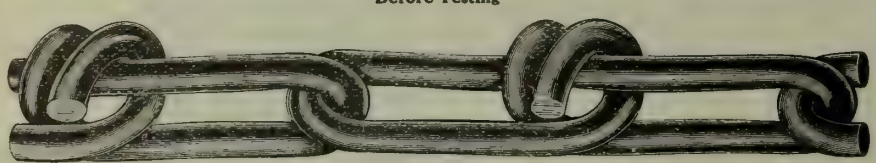
EVERYTHING IN WELDED CHAIN.

Write for prices — Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Before Testing



After a Test of 2315-lb. Strain

NEW PROCESS
Steel Wire Trace Chains

At this strain the links pulled into straight lines, but did not break.

All our chains are now made under the new process.

Every chain guaranteed.

The B. Greening Wire Co., Ltd.
Hamilton, Ont. Montreal, Que.

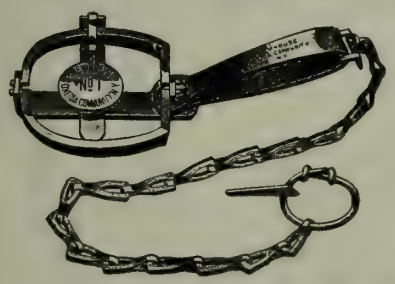
New Beaver Oil Stone

This stone has been tested by experts in Canada and United States and pronounced by them to be the equal of anything on the market. This is the first time a stone of this kind has been made in Canada and as the price is right, it will pay the trade throughout the Dominion to investigate.

CANADIAN HART WHEELS Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited

FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **A Genuine Newhouse** trap will hold the game and earn its extra cost several times in a season.



NEWHOUSE STEEL TRAPS ARE ABSOLUTELY GUARANTEED

Made since 1848 by

Oneida Community, Limited

Write for Catalogue NIAGARA FALLS, ONT.

Imperial Standard Scales

Are made in **ALL** styles, for **ALL** purposes and of **ALL** capacities.

FOR ACCURACY OF ADJUSTMENT

Durability and finish they are unexcelled.

THIS CUT SHOWS OUR

SUSPENSION BUTTER & CHEESE SCALE

Specially adapted for weighing cheese and tubs of butter.

We also make several other varieties of dairy scales.

COMPLETE CATALOGUE

(128 pages) of Imperial Standard Scales, mailed to any dealer on application.

Made in **HAMILTON** by

THE BURROW, STEWART & MILNE CO., Ltd.

Established 45 years

Toronto Warehouse . 182 Adelaide St., W.

FARMERS' DROP-LEVER PORTABLE PLATFORM SCALE

Capacity from 1,200 lbs. to 2,500 lbs.

The Aylmer Scale is the Best Farmer's Portable Platform Scale on the market. That sounds strong. But we can back it up by facts, and what's more we sell it at the same price as our competitors who are selling an inferior article.

Drop us a line and we will be pleased to send you catalogue and prices, also facts why our scale is the best.

THE AYLMER PUMP AND SCALE CO., Ltd.

AYLMER, - ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

FIG. 92.

If there is anything in the way of a pump called for which is not shown in our catalogue, please let us know as we are anxious and willing to add any lines which will be of benefit to your customers.

McDougall Pumps

are Standard Pumps wherever civilization has set foot.

The R. McDOUGALL CO.

Galt, Canada LIMITED

Not Cheap but Good

SIMPLY PERFECT

there has never been a time since Washing Machines have been on the market, that the

"NEW CENTURY" and "IDEAL"

were not the most satisfactory washers to sell.

They are worth many times the money paid for cheaper machines.

The Dowswell Mfg. Co., Limited

HAMILTON, - ONTARIO

PERFECTLY SIMPLE

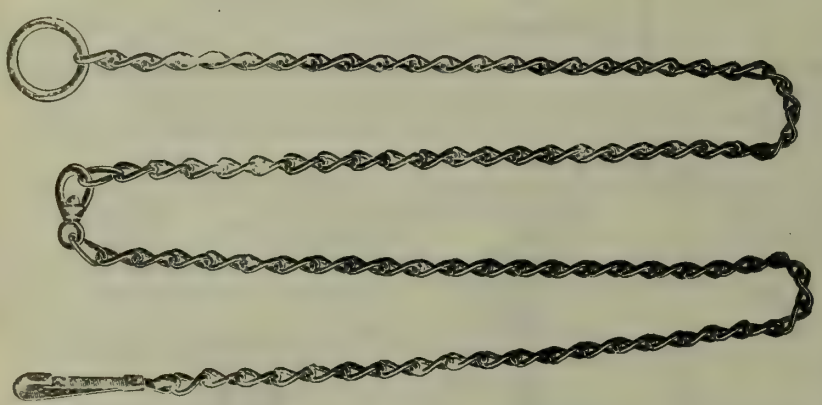
AGENTS:

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.

Harry F. Moulden, 290 Garry St., Winnipeg, Man.

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.



We call the attention of the trade to the length of link in our wire chains. Each link is about half as long as other wire chains, thereby making a much more flexible chain. They are easier on the animal and we guarantee they are 50 per cent. stronger. We make them into

Tie-Out Chains,

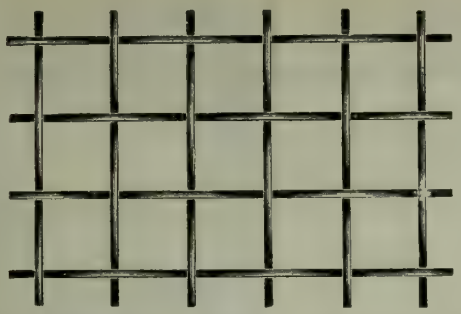
Cow Ties, Traces

H. BOKER & CO.'S RAZORS

NONE GENUINE WITHOUT THE TRADE MARK TREE

Razors are being offered to the Trade as Boker's Make without the Tree! Beware of such! Look for the Trade Mark Tree. Refuse all razors without the Tree as Boker's. It is your assurance—your customer's guarantee. Tree Brand Cutlery is a LEADER. Noted throughout the world for Quality Supreme.

For sale by Leading Wholesale Hardware Houses.



WIRE CLOTH

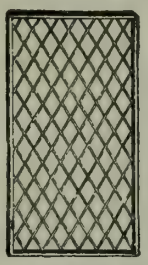
for

Sand Screens
Coal Screens
Cinder Sifters
Evaporators
Grain and Seed Cleaning Machinery
Milk Strainers
Galvanized and Re-galvanized Cloth
Wire Lathing
Window Protection
Malt Kiln Floors
Woolen Mills
Smoke Stacks
Mining Screens
and for all purposes.

The B. Greening Wire Co.
Limited

Hamilton, Ont. Montreal, Que.

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

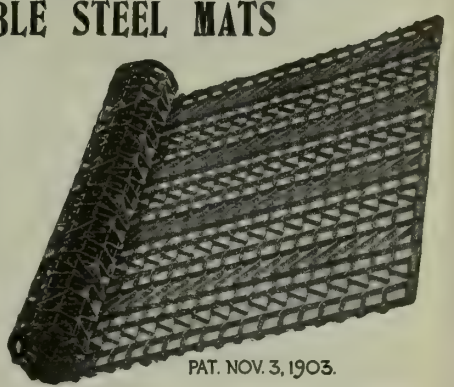
We make jail cells and gratings of every description.

ACME FLEXIBLE STEEL MATS

MATS SPECIALLY MADE TO FIT ELEVATORS and ENTRANCES.

Prominent features of ACME MATS:

Manufactured of best strip steel, which insures strength and durability. Galvanized finish, which insures non-rustability and attractiveness. Flexibility, which insures convenience. Mesh of special design, which insures self-cleaning and a sanitary condition.



PAT. NOV. 3, 1903.

Manufactured by the

ACME STEEL GOODS CO., A good line for hardware jobbers and dealers

CHICAGO—2834-40 Archer Ave. NEW YORK—28 Elm Street.

McDonald Adjustable Pipe Elbow Pattern

The machine here illustrated will enable any person of ordinary intelligence to lay out in a few seconds a mitre for any elbow from zero to 90 degrees in any number of pieces, and for any diameter of pipe from 3 to 30 inches. Absolutely no trimming required. Write for descriptive circular and prices.

Correspondence from agents and jobbers solicited.

Address

W. H. JOHNSTON, NEW GLASGOW, N.S., CANADA

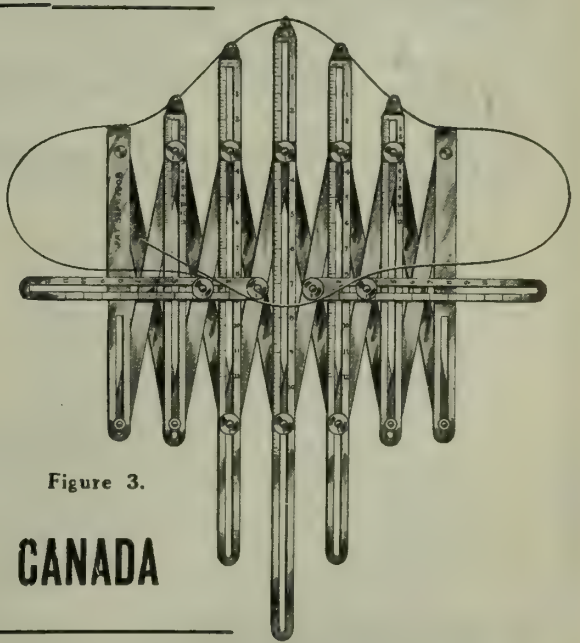


Figure 3.

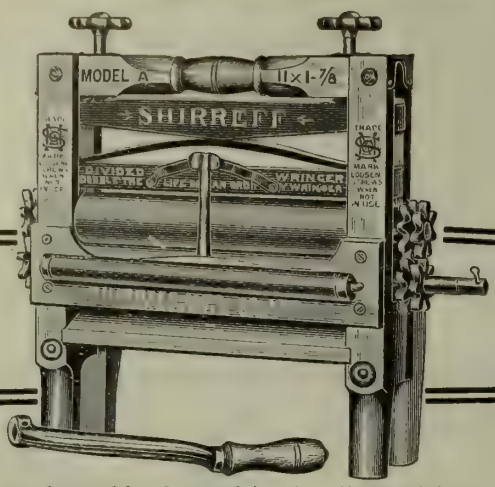
The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

A Selling Argument



that always hits the mark is what distinguishes

SHIRREFF'S DIVIDED WRINGER

from all others. It is the central dividing bar which causes the rubber rollers to wear evenly along their whole surface. This gives them double the life of ordinary wringers, as the rollers of ordinary wringers soon wear out in the centre.

Write for List and Discounts

THE SHIRREFF MANUFACTURING COMPANY
Limited
Brockville, Ontario

Bone Cutters

This is a favorite size. We make other sizes, from

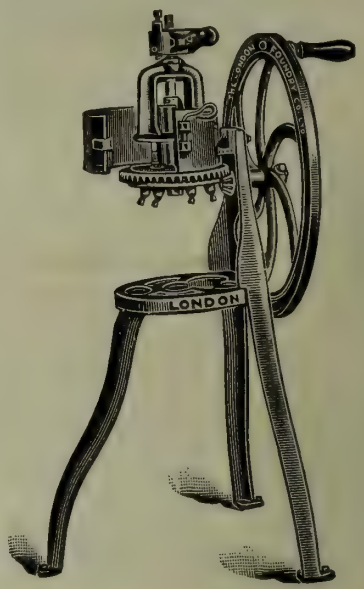
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Our Advertising Aids the Dealers

Our advertising in the leading agricultural publications is done to post the people on the good points of Brantford Roofing. Also to discover those who will shortly require roofing for houses, barns, etc. The inquiries we receive for samples and booklets are turned over to the dealer so that he can secure the orders. We will, on request, assist you to prepare special advertising to meet your local conditions. Hangers, circulars, booklets, etc., will be given you for distribution among likely roofing customers. If our advertising plan appeals to you, write us for further particulars.

Brantford Roofing Co., Limited

BRANTFORD, - CANADA

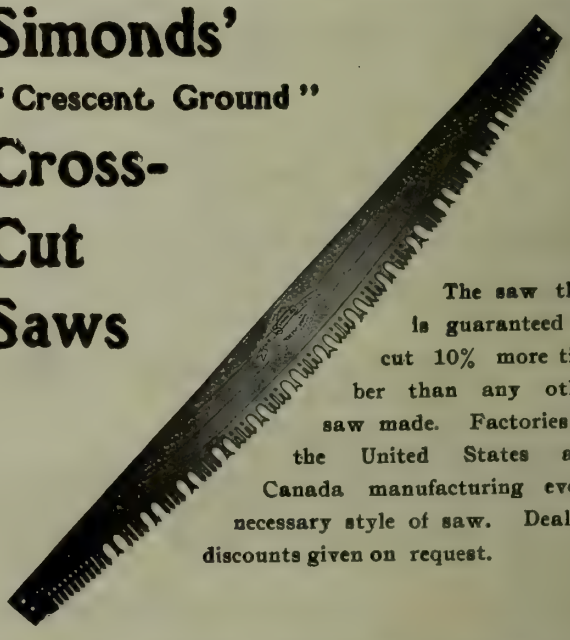
SELLING AGENTS:

Montreal Branch - - - 327 St. James Street, Montreal, Que.
General Supply Co. of Canada, Limited { 219-221 Bank Street, Ottawa / 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co. - - - - - - - - - Sherbrooke, Que.
Fleck Bros., Limited - - - - - - - - - - Vancouver, B.C.
Imperial Export Co. - - - - - - - - Toronto, Ont.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED
Montreal, P.Q.
Vancouver, B.C. St. John, N.B.

After Use

Split D. Handles

Nothing to crack

Nothing to give way

All held securely together with rivet and steel caps

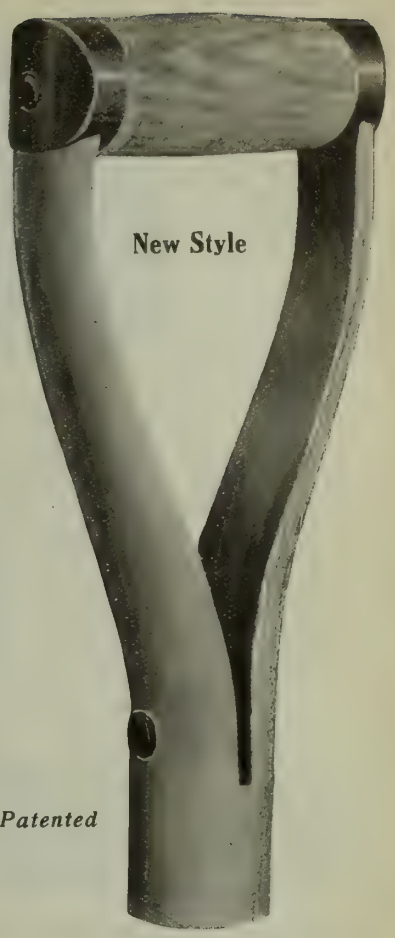
Supplied on request in Bull Dog, Fox, Moose, Black Cat

Shovels, Spades, Scoops, Without Extra Charge

Ask your jobber for them

New Catalogue on Application

CANADIAN SHOVEL & TOOL CO.
Hamilton, Canada

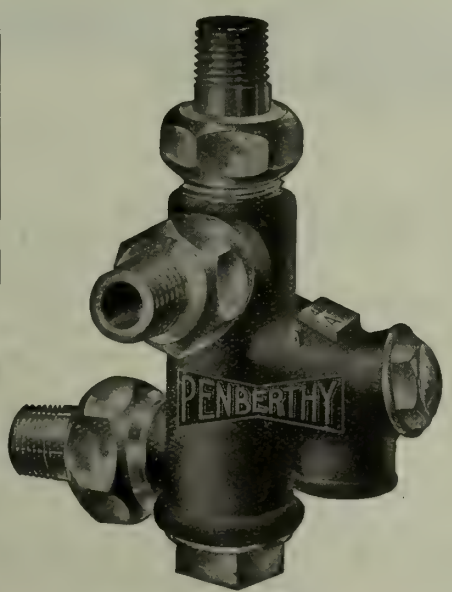


Patented

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

The Genuine Penberthy is sometimes imitated but Never Equalled

The Merchant should bear this in mind when ORDERING



Works on Higher Steam Works on Lower Steam Than Any Other Injector.

Lifts Water Higher and Delivers it Hotter to the Boiler Than Any Other Injector.

" THEY ALWAYS WORK "

Manufactured by

Penberthy Injector Co., Limited, Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at

TORONTO **ST. JOHN**
MONTREAL **WINNIPEG**
HALIFAX **VANCOUVER**

Canadian Sales Agents
55 Colborne St.
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The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market.

Catalogue on application.

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office :

St. Catharines

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W&B
TRADE MARK

W & B CO
TRADE MARK

DIRECTORY OF MANUFACTURERS

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Are you using **"PLIC" BOOKS**

The up-to-date way of writing original and duplicate letters and orders at one operation on your own printed letter or note head. Nothing so quick and simple. Sample on request.

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PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Wiehusch & Hilger, Limited, special New York representatives. 106-110 Lafayette Street

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Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading mercantile such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

ELECTRIC DRY BATTERIES.

X CELLS are the only Dry Cells which show NINE LIVES.

You'll make money in handling them. All standard sizes.

Electrical Specialties, Limited
TORONTO

FEED COOKERS.

FEED COOKERS

A good line to handle. Write us for full particulars and prices.

James & Reid, Perth, Ont.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - - Birmingham

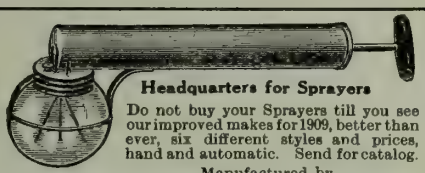
GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES



Headquarters for Sprayers

Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.

Manufactured by
THE COLLINS MFG. CO., TORONTO.

HARDWARE SUPPLIES.

The KATIE Foundry
GALT, ONTARIO

Municipal Supplies
Sash Weights
Soil and Water Pipes
Plow Castings
General Hardware Castings

MANUFACTURERS' AGENTS.

COULSON AND BLAIKIE
Manufacturers' Agents
459 St. Paul Street : : Montreal

We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.

Our connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

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P.O. BOX 257
SASKATOON, Western Canada

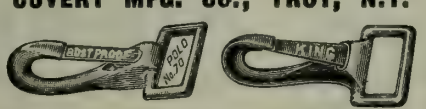
ALEXANDER GIBB

Manufacturers' Agent and Metal Broker, 18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

MISCELLANEOUS

COVERT MFG. CO., TROY, N.Y.



No. 70 Polo
The Steel Spring Snap that has a "snap."

No. 400 King
The Snap without a peer.

PORTABLE OVENS.

BAKERS' OVENS
Cut shows the "Hubbard" Patent.

There's good money supplying the local baking trade with our line of Baker's supplies.

Write us for prices.

The Warren Mf'g. Co., Limited
Toronto, Ont. Phone M. 274

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

STEEL TANKS.

SHELF BRACKETS.

Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

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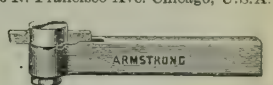
ARMSTRONG PLANER TOOLS Are ALWAYS ready for use.
7 Sizes. Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave. Chicago, U.S.A.

ONE with an assortment of Cutters **EQUAL A DOZEN FORGED TOOLS.**



VENTILATORS.

Money in Ventilators

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

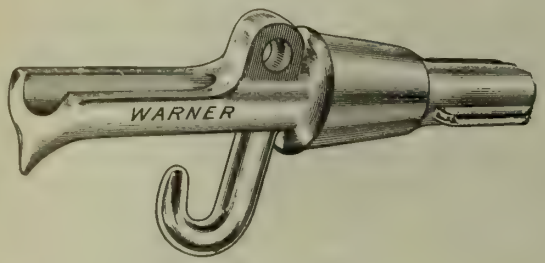
WIRE WORK.

CRESCENT WIRE AND IRON WORKS.
Kingston, - Ontario

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

PARTRIDGE & SONS, Proprietors.

The Warner Sap Spout



Produces More Sap than any other make

"Runs Sap Early and Late"

Strongly made of Malleable Iron—will not break.
No rossing of the trees necessary—no injury to the bark.
The construction gives it a greater sap saving capacity than any other spout.
No wind or weight of sap in the bucket can pull the spout out of the tree.
It does not leak and is easy to insert and just as easy to remove.

Takes a 7/16 Bit

Write for Sample and Prices.

The Thos. Davidson Mfg. Co., Limited, Montreal and Winnipeg

A FULL LINE OF

20TH CENTURY

MAIL BOXES

No. 1

No. 2

No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

Disston Saws

The largest Saw Manufacturing Plant in the World and its Trade Mark—EMBLEMATIC of the Principle upon which the High Reputation for Quality, Workmanship and Utility have been built

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

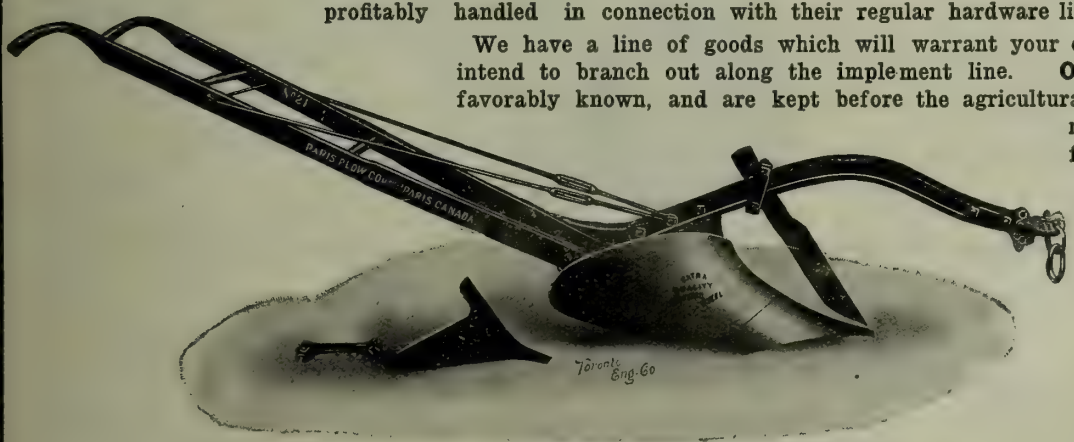
CANADIAN WORKS, 112 Adelaide Street East, TORONTO

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.

We supply the following goods on consignment, freight prepaid:



No. 21. General Purpose Plow

Success Manure Spreaders

Walking Plows of every description

Single and Double Riding Plows for Ontario and the West

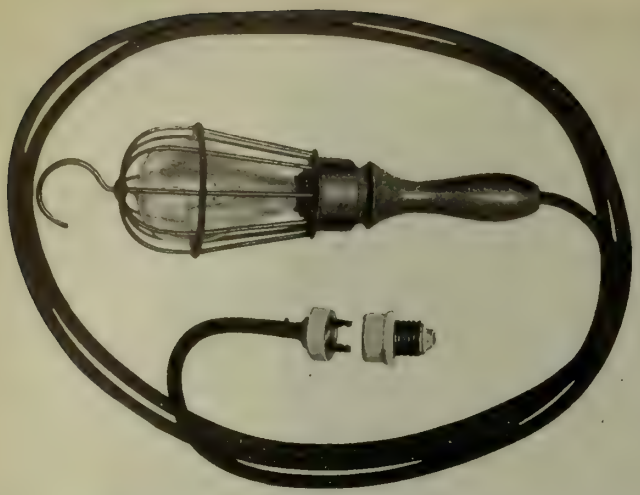
Grain Grinders, Disc and Drag Harrows. Also supply at 6 months' dating: **"Leader" Scufflers**

Pulpers, Agricultural Wheelbarrows

These goods can be and are being profitably handled by many of the leading hardware men. We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont.

Western Branch Winnipeg, Manitoba



Improved Portable Lamp Guard

Simplest **Neatest** **Strongest**

Made of steel for rough usage. Will not rust. Easy to wire. Convenient to handle. Furnished for 16 C.P. and 32 C.P. lamp.

Approved by Underwriters.

The R. E. T. PRINGLE COMPANY, Limited

WINNIPEG **MONTREAL**

STEP LADDERS

4 TO 12 FEET

Clear Norway Pine legs, hardwood steps, malleable iron clamp so that top step cannot come off. No strings or braces required. Also

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE, - - ONT.

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL **TORONTO** **WINNIPEG**

Pocket Knives Razors Scissors

REGISTERED TRADE W TRUE MARK CELEBRATED

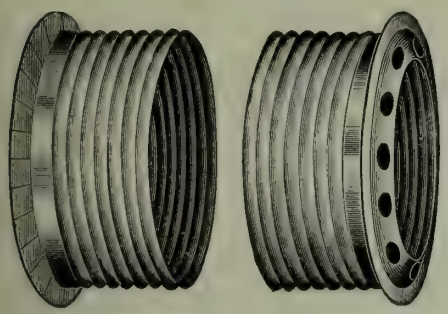
TRUE BRAND CUTLERY.

Every piece guaranteed by

E. F. Walter & Co.

166-168 McGill Street,
MONTREAL

O.K.
Adjustable Thimbles



are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

Horse Shoes

Belleville **Brand**

Belleville Iron & Horseshoe Co., Ltd.

Manufacturers of

BAR IRON AND HORSE SHOES

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

GREAT SELLERS

Royal Oak Refrigerators

This line represents perfection in refrigerator construction. The walls consist of light, tightly packed layers. First, the outside case of thoroughly kiln-dried oak or ash, then a layer of insulating sheathing, an air space, another layer of insulating sheathing, a packed layer of mineral wool, another layer of insulating paper, then lumber seven eighths of an inch thick, then the inside lining of Galvanized Sheet Steel or Porcelain or Opalite as the case may be. Couldn't be more honestly constructed, could they? Result—proper refrigeration, ice economy. It'll pay you to handle such an excellent line. Catalogue on request.

SANDERSON-HAROLD CO., Ltd.
PARIS, - - ONTARIO

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

MARTINS'
Low - Down - High

Store Ladders for busy merchants.
Store Ladders for conveying merchandise to the shelving.
Store Ladders for placing goods on the shelves.
Store Ladders for taking goods from the shelves.
Store Ladders for filling orders quickly.
Store Ladders for taking stock inventory.

Prices may be obtained from my Patent Attorney

EGERTON R. CASE, Temple Bldg., Toronto

Auto Spray

Compressed-Air Automatic

Best hand sprayer made. An absolute necessi y for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

CAVERS BROS.

Manufacturers, - GALT, Ont.

GALVANIZED SHEETS

"LA BELLE"

THE MOST PERFECT AND RELIABLE SHEET ON THE MARKET

Drummond, McCall & Co.

MONTREAL AND TORONTO

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

WRIGHT'S

Patent Pot Cover Stand

Contains 15 Dozen of Wright's Improved Pot Covers, assorted, 8 to 15 inches, with spring-in handles.

Frame made of heavy gauge, iron, well japanned; heavy tinned wire shelves. Compartments at top and bottom to hold handles.

A NECESSITY TO EVERY DEALER, AND AN ORNAMENT TO ANY STORE

Manufactured by

E. T. WRIGHT & CO., Hamilton, Can.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Clothsand Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street

MONTREAL

The FOUNTAIN Sprinkler

NOT merely a round box with holes punched in it to let the water out —BUT a perfect Lawn Sprinkler.

NOT merely a group of straight round streams working with mathematical precision—BUT a natural shower of spray.

The Sprinkler with the "MIST LIKE SPRAY."

No other Lawn Sprinkler can produce the beautiful—The perfect results like the "FOUNTAIN."

The name "FOUNTAIN" is plainly marked in raised letters on the bottom of every Genuine, Original FOUNTAIN Sprinkler.

When you think of Lawn Sprinklers — Think FOUNTAIN
When you buy Lawn Sprinklers — Buy FOUNTAIN
And insist on getting the FOUNTAIN
Stick to the Sprinkler you KNOW is right.

Do you want a sample for comparative test. Post paid to any dealer at the wholesale price.

THE STANDARD STAMPING CO.

Marysville, Ohio, U.S.A.

Do You Want Anything ?

Try a Condensed Ad. in Hardware and Metal, it will get you what you want. Two cents a word first insertion, one cent a word each subsequent insertion.

Tell Them You Saw it in Hardware and Metal.

The Advertiser Will Appreciate It.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Notice

We carry a large stock of

American Felt Roofing Nails

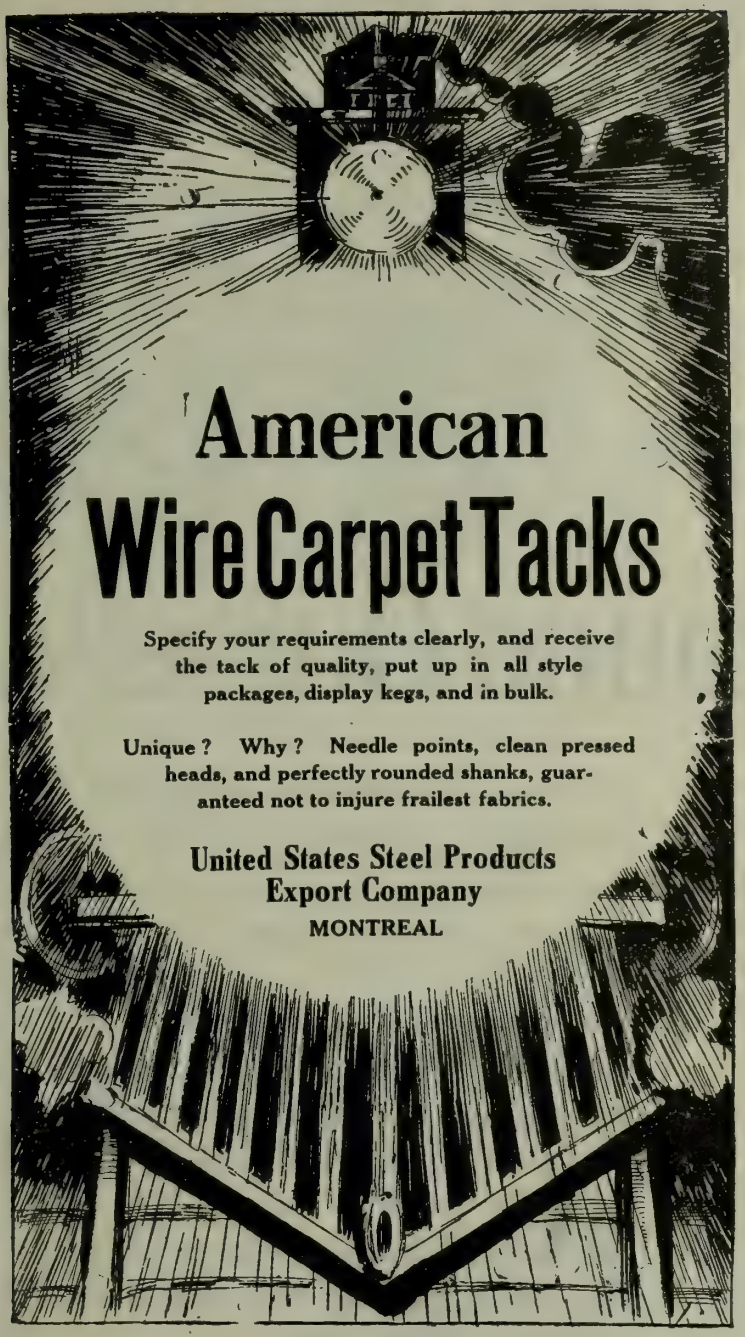
Order now for spring shipment.

WESTERN WIRE & NAIL CO. Ltd., London, Ont.

Are you interested in any of the lines that are advertised?

A postcard will bring you price list and full information.

Don't forget to mention HARDWARE AND METAL.



American Wire Carpet Tacks

Specify your requirements clearly, and receive the tack of quality, put up in all style packages, display kegs, and in bulk.

Unique? Why? Needle points, clean pressed heads, and perfectly rounded shanks, guaranteed not to injure frailest fabrics.

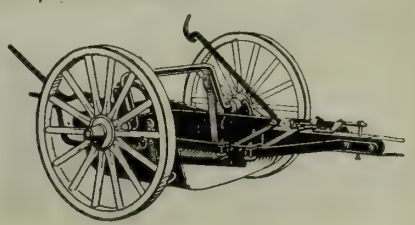
United States Steel Products Export Company

MONTREAL

Wheelbarrows Road Scrapers, Trucks Of Every Description

For Railway Contractors, Gardeners, Coal Dealers, Cement Workers, both Wooden Tray and Steel Tray.

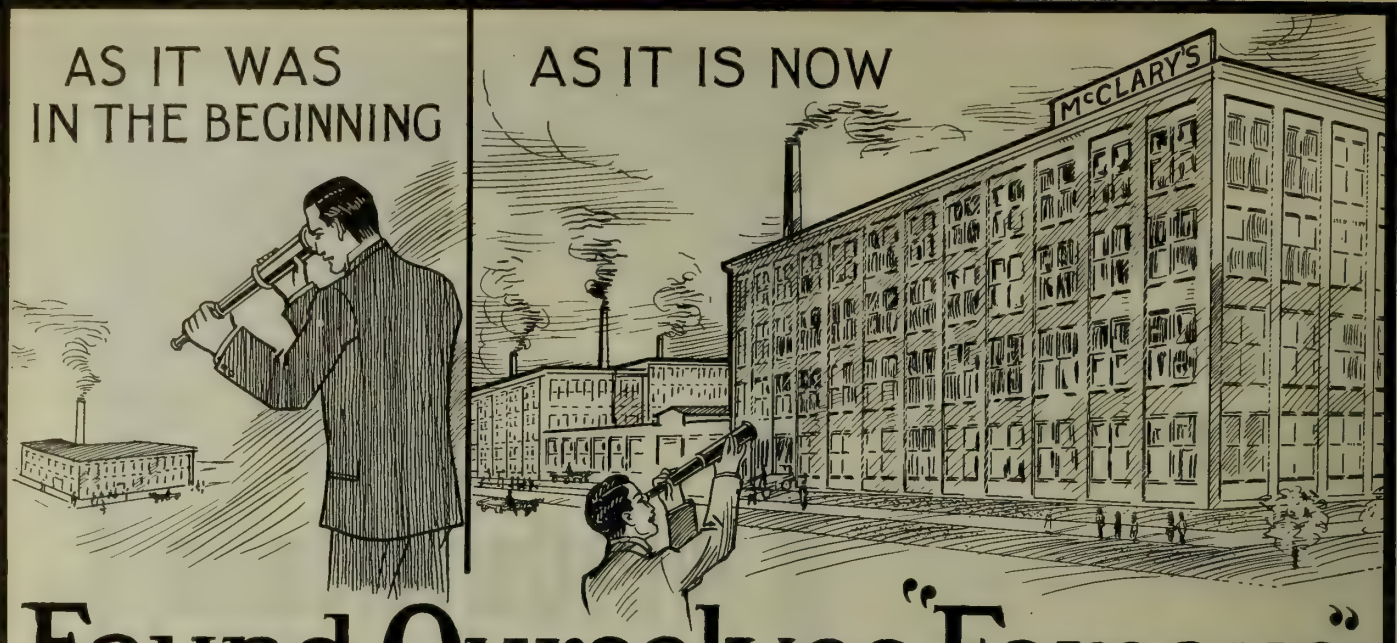
Wheel and Drag



SELLING AGENTS: Alexander Gibb, Montreal; Bissett & Loucks, Winnipeg; John Burns, Vancouver.

THE MEAFORD WHEELBARROW CO., Limited

MEAFORD, - ONTARIO



Found Ourselves "Famous"

There are a multitude of reasons why you should

☛ Deal with us if you do not already do so

Or

☛ Deal with us on a larger scale if you already deal with us on a small scale.

We are going to tell you some of these reasons.

We want to know you better that we may the better serve you.

We want you to know us better that you may the better judge us.

The furnace season will be on soon, and after a lapse of time the stove season.

The wares season is always with us.

It is to emphasize the factors that lie behind the merits of Furnaces, Stoves and Wares—and which should enter into the influences producing your buying decision — that next week, and thereafter for a time, we will talk about McClary's "AS IT IS NOW."

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary

WE WORK with THE TRADE

The live dealers in every town are the ones who are hustling after business in

Safe Lock Shingles
Acorn Quality Corrugated Sheets
Classified Metal Ceilings

and our other trade winning Sheet Metal Building Goods.

Are you working with us? If not, you are losing golden opportunities to make money without investing anything except a small part of your time and energy. You sell from our Catalogue, and have the assistance of our experienced salesmen, backed by widespread advertising in the papers your customers read. And you can stand behind our goods because we stand behind you.

GET BUSY! CANVASS YOUR DISTRICT! BECOME BETTER ACQUAINTED WITH YOUR FARM TRADE AND ADD PERMANENT CUSTOMERS TO YOUR LIST. REMEMBER THAT EVERY SQUARE OF OUR GOODS YOU SELL OPENS UP POSSIBILITIES FOR EVERY LINE YOU CARRY. WE CAN HELP YOU TO DEVELOP YOUR BUSINESS. WRITE US FOR SUGGESTIONS.

The METAL SHINGLE and SIDING CO., Ltd.

PRESTON, ONT. and MONTREAL, QUE.

SALES AGENTS—

St. John, N.B., Emerson & Fisher, Ltd.
Toror to. G. P. Breckon.
Winnipeg. Clare & Brockest.
Calgary, Ellis & Grogan.
Vancouver, Wm. N. O'Neill & Co.

A Combination Hard to Equal

Alcohol Gas Stove

along with our Chafing Dish and Accessories. You can cook with denatured alcohol and be free from dust, dirt, smoke and unpleasant odors. This makes it a positive pleasure, and the uses of such a stove are many in any well regulated household.

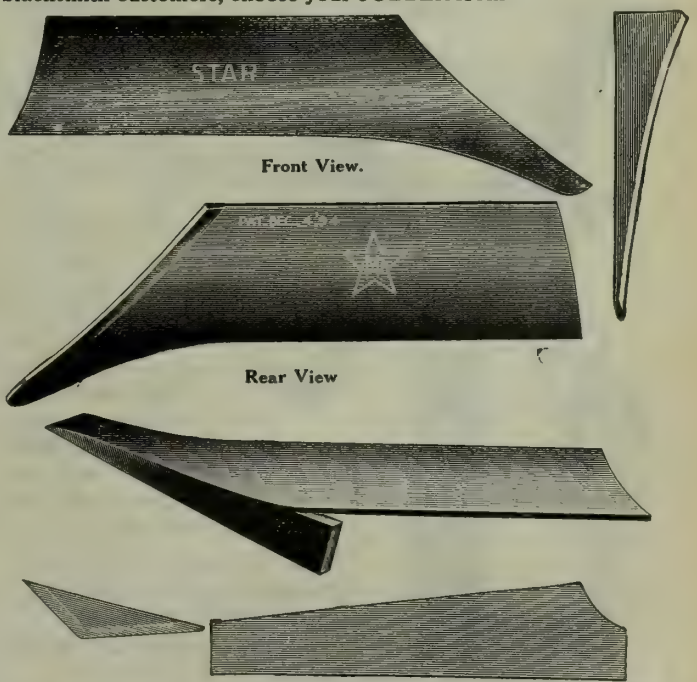
Write for our illustrated catalogue.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

H. F. McIntosh & Co., 51 Yonge St., Toronto.

Blacksmiths buy these goods of HARDWARE DEALERS in many cases, and most Hardware Stores carry them to accommodate such trade. The STAR PLOW SHAPE blanks are the kind, which by special pattern and shape, are most attractive to them. See your blacksmith customers, choose your JOBBER from



Front View.

Rear View

C. Kloepfer. ....Guelph, Ont.
Jas. Cowan & Co.....London, On .
Wilkinson & Kompass .. Hamilton, Ont.
J. H. Ashdown Hdw. Co Winnipeg, Man.
Miller-Morse Hdw. Co .. Winnipeg, Man.
Geo. D. Wood & Co.....Winnipeg, Man.
Marshall Wells Co .....Winnipeg, Man.
D. Ackland & Son..... Winnipeg, Man.
Ross Bros..... .. Edmonton, Alta.
Wilkinson, Kompass & Hawkey, Ltd..... Winnipeg, Man.

Kindly send one of them an order.

STAR MFG. CO., Carpentersville, Ill., U.S.A.

LONG LIFE METALS

Copper Hardened

SWASTIKA

LONG LIFE

Copper Hardened

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure Grade High, Price Low. 25c. lb. *Write for Booklet*

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

As a Proof of Our Claim

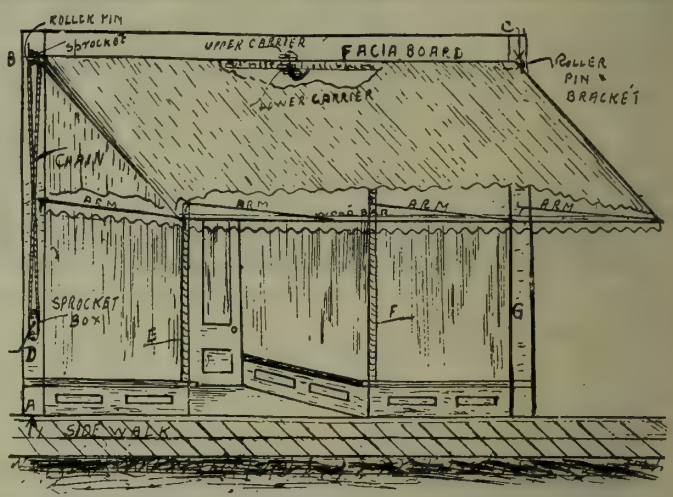
that we make the

Best Awnings in Toronto

We give under a partial list of prominent Toronto business houses who do all their awning business with us.

The Wm. Davies Co., Ltd.
The Nasmith Co., Ltd.
W. A. Murray & Co., Ltd.
Grand & Toye, Ltd.
McKendry & Co., Ltd.
The Adams Furniture Co., Ltd.
Philip Jamieson
R. Barron, Limited
R. E. Walker Co.
Ryrie Bros., Ltd., etc., etc.
References kindly permitted

Send us your sizes
See cut
A to B
B to C
and we will quote price.



WM. BARTLETT & SON, 20 Adelaide St. West TORONTO

Established 1820

F. JOYCE & CO., LTD., LONDON, ENG.

ears and Years of Work Towards Perfection

has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. ECONOMY IN MANUFACTURE the sifted experience of generations enables us to lay down at your store CARTRIDGES that give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER

WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

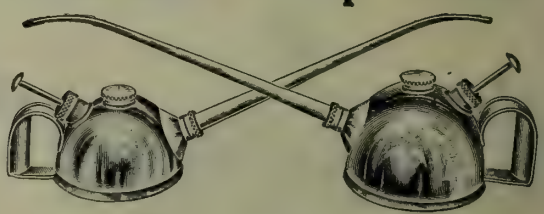
To a BRAINY man of business sense, that settles all argument.

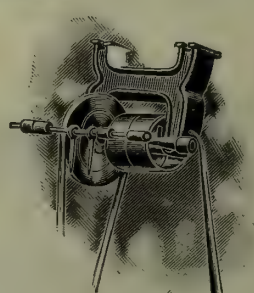
MADE FOR ALL STANDARD GUNS

J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

For F. JOYCE & CO., LONDON, ENG.

Howland Pump Oilers

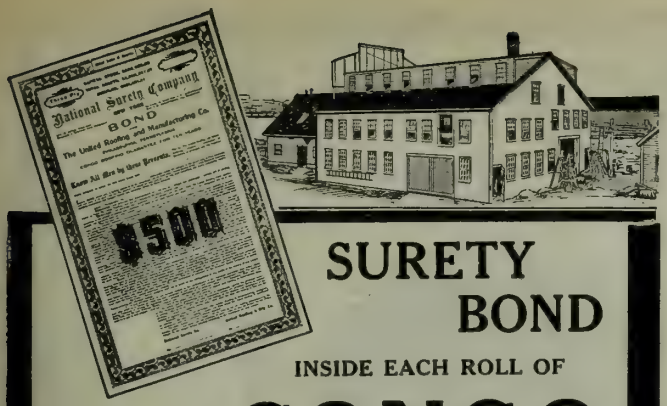




For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.



SURETY BOND

INSIDE EACH ROLL OF

CONGO ROOFING

With the 3-ply Congo Roofing sold hereafter there will accompany each roll a Guarantee Bond, issued by the National Surety Company, insuring to the purchaser a good roof for TEN YEARS AT LEAST. The bond covers that space of time—but we are very confident that with the ordinary care and attention called for Congo will last much longer.

Congo is so thoroughly durable, reliable and altogether satisfactory that we have no hesitancy in offering our customers this security.

Congo has achieved for itself a reputation as the "never-leak" roof, which it sustains through all vicissitudes of weathers and climates.

This bond is issued as a proof of our belief in Congo and the National Surety Company stands BACK OF IT and back of every roll of Congo made. We know its worth and usefulness and want everyone who has a building to roof over to know the satisfaction of a Congo Roof.

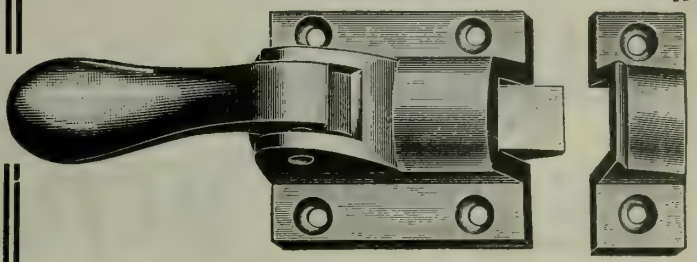
To-day is the time to write for a sample and full information regarding this special offer.

United Roofing & Manufacturing Co., Philadelphia, Pa.

Successor to BUCHANAN-FOSTER CO.

H. S. Howland, Sons & Co., Toronto; Starke-Seybold Co., Ltd., Montreal; Mechanics Supply Co., Quebec: S. Hayward & Co., St. John; Miller-Morse Hardware Co., Winnipeg; Geo. E. Smith & Co., Halifax; E. B. Prior & Co., Victoria, B.C.

Refrigerator Hardware



Nos. 100 to 104

These Catches have been mostly imported but are now made by us in five sizes. They are useful for many purposes, and have flush or off-set strikes. The catalogue will give you details. You can save money and customs worry by ordering our goods.

Ask Mr. Jobber, or write us for particulars.

Brass and Steel Goods

Belleville, Ontario Limited

SEVERAL NEW FEATURES Are Embodied in the LACKAWANNA WARM AIR FURNACE

The radiator and combustion chamber are combined in one. The former, which is very large, has two inside radiating surfaces in addition to the large outside radiating surface. The flue is horseshoe-shaped and the air supply passes up through the radiator as well as all around it. This affords an unusually generous area of surface exposed to the direct influence of the products of combustion.

There are many other desirable features about this furnace which make it easy to sell and satisfactory to the buyer. Our illustrated catalogue—write for it—will tell you much more.

Manufactured by Butterworth & Co., Ltd., Ottawa, Ont.

If You Try IT You Will Always Buy IT

HARRIS Heavy Pressure BEARING METAL

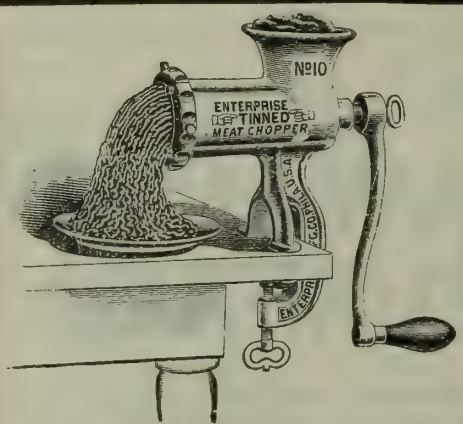
Is Positively an Anti-Friction Metal

Will not crack or beat out of bearings.

The Copper-Coated Cake

SOLD BY LEADING HARDWARES EVERYWHERE, AND MANUFACTURED BY

THE CANADA METAL CO., LIMITED, ***TORONTO, ONT.***



"Enterprise" Meat Choppers and

"Enterprise" Sausage Stuffers and Lard Presses

DRIVE THESE TANDEM!

Every user of an **"Enterprise" Sausage Stuffer and Lard Press** needs an **"Enterprise" Meat Chopper.** Sell them together. Push them together. Drive them "tandem."

Every dealer and almost every buyer, knows the superiority of genuine "Enterprise" Choppers.

Lest you forget we remind you of these points about the **"Enterprise" Sausage Stuffer and Lard Press :**

Accurately-bored cylinder. Lips on the inner tin cylinder to make easy its handling when heated. No hot iron cylinder to handle when pressing lard. A patent latch which prevents breaking of plates. Patent corrugated spout prevents air entering the casing thus assuring preservation of sausage.

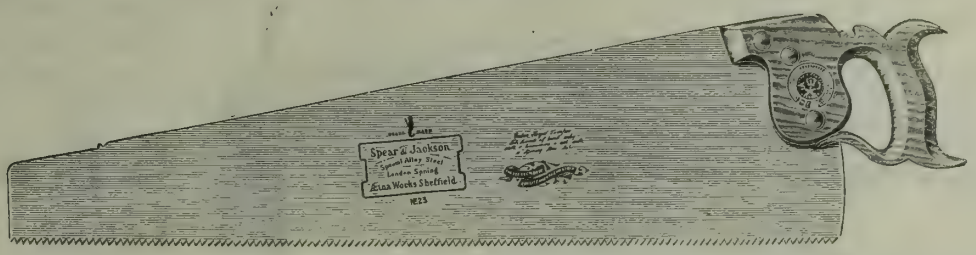
Write for catalogue describing, illustrating and listing these and other "Enterprise" specialties. Get our advertising aids for dealers.

The Enterprise Mfg. Co. of Pa.,

Philadelphia, U.S.A.

21 Murray Street, New York. **438 Market Street, San Francisco.**

LOOK OUT!



¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

¶ There's "just a little something" in it which makes the difference your customers will notice.

SPEAR & JACKSON, LTD., SHEFFIELD.

GENASCO
THE STANDARD OF EXCELLENCE
TRADE MARK
REG. U.S. PAT. OFF.

Growing Business

Don't you want your business to show a continuous healthy growth?

Sell Genasco Ready Roofing. It not only helps you keep old customers, but it wins you new customers. People are buying Genasco, because they know it is made of Trinidad Lake asphalt, and will last long after other roofings have cracked and crumbled.

They are buying it because we have spent thousands of dollars in national publicity to interest them in it.

Dealers' business has grown so steadily that it has taxed our plant—the largest ready roofing manufactory in the world—to its very limit.

You ought to have a share of this growing business—and you can. Write for samples and full information.

Mineral and smooth surface Genasco. Guaranteed in writing and backed by our thirty-two-million-dollar organization.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of Asphalt and largest manufacturers of Ready Roofing in the world.

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

Genasco

Ready Roofing

Yes, I Am Still Buying Eavetrough

Then You Are Losing Money, and it is Time You invested in a

B. B. & CO. Light Iron Brake

It Is a Money Maker

It keeps your men employed at odd times. Tinsmiths have told us the machine paid for itself in one season. You can operate it just as successfully. Write for price and particulars.

The Brown, Boggs Co., Limited,

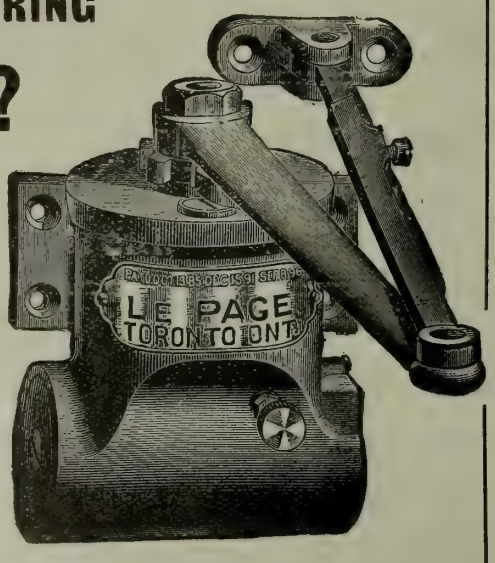
Hamilton, Ont.
Manufacturers of

Tinsmiths' Tools, Presses and Dies, Sheet Metal Tools

A LINE WORTH PUSHING

LePAGE'S OIL DOOR CHECK and SPRING

Why ?



Because they are useful.

Are strong and powerful.

Never get out of repair.

Are simple and easily attached.

Always in working order.

A necessity and convenience combined.

Their work is easily demonstrated

PRICE LISTS SENT FOR THE ASKING

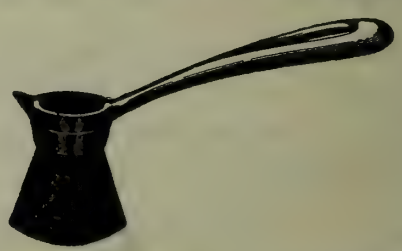
Le Page Door Check Mfg. Co.

237 Lansdowne Ave., TORONTO

Phone Park 1086 ***WM. KEATING, Manager***

Here is an article which will

Sell on Sight



A PURE BRISTLE DAUBER

with beautifully tinned malleable iron handle, to sell for

Ten Cents

Write for price in five gross lots.

STEVENS-HEPNER CO. *Limited*

Manufacturers

Port Elgin, Ontario

ANYTHING
IN
STEEL
OR
WIRE

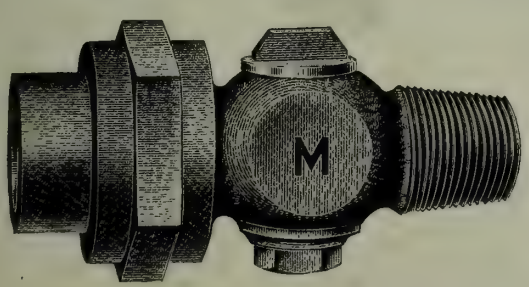
We manufacture over 1000 commodities of steel and wire, and if you use any we should be pleased to receive your enquiry.

UNITED STATES STEEL PRODUCTS EXPORT CO.
MONTREAL

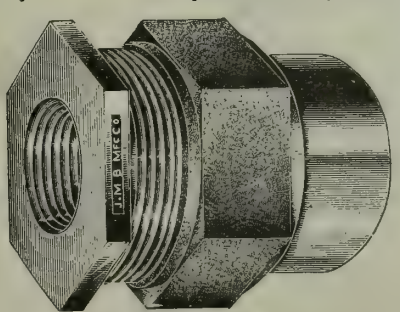
MORRISON

We make a complete line of
CORPORATION BRASS WORK

Main and Kerb Cocks, Drive and Screw Nipples, Couplings, &c.
Three-Way Service Cocks, Tee and Y Connections
Cast Iron Service Boxes, Tapping Machines, Pipe Cutters, &c.



Main Cock for Lead Pipe—Loose Sleeve

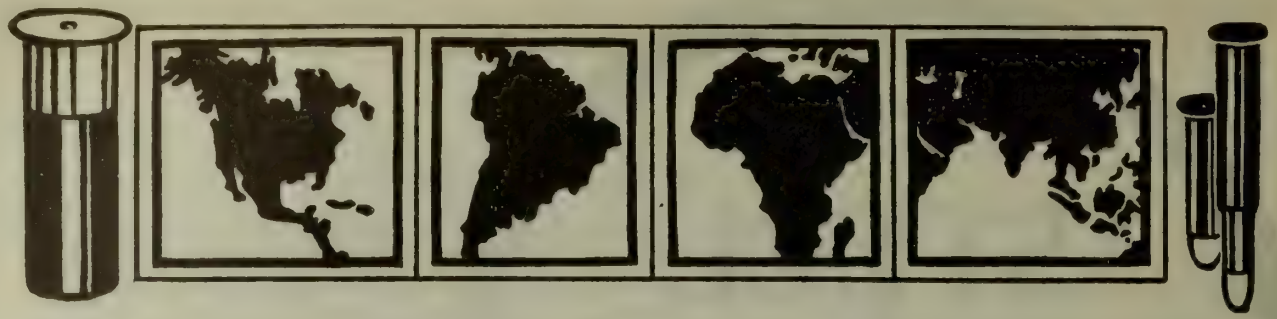


Coupling for Lead and Iron Pipe

If interested in this line send for catalogue

The Jas. Morrison Brass Mfg. Co., Limited, 93-97 Adelaide St. W. **TORONTO**

TORONTO



BEHIND EVERY SUCCESS IS A PURPOSE. Ours is to make the best ammunition in the world. Yours is to sell the best ammunition.

Our purpose reaches across the Atlantic to get the finest smokeless powders made. We will go to the ends of the earth to get the best metal, paper, ingredients, machinery and experts.

You have only to reach to us, to sell the best ammunition. Your success is worth a post card.

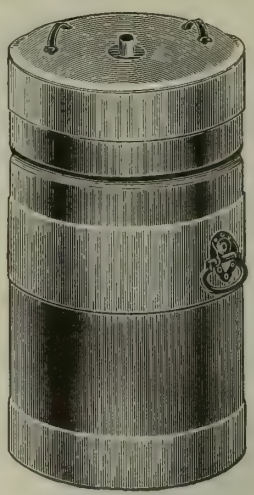
Cartridges of every size, for every make of arm. The four famous, perfect shells.

DOMINION CARTRIDGES (Sure Fire)

Regal Shells	Imperial Shells	Sovereign Shells	Crown Shells
(Ballistite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

KEMP'S FACTORY MILK CANS



E. T. Pattern

Bodies made of 24 gauge Tinned Iron.

Broad Hoop Pattern

Gallons	10	15	20	25	30	40
Each	5.50	5.90	6.40	7.00	7.80	9.90

Write for Discounts

KEMP MANUFACTURING COMPANY, Cor. Gerrard and River Streets, Toronto, Canada

THE KEMP MFG. & METAL CO., Ltd., 111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL, 39 St. Antoine St., Montreal, Que.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

EXECUTIVE MEETING.

J. Walton Peart, St. Mary's the member of the Executive Committee of the Ontario Association, who has been ill with typhoid fever, is well enough to be out of bed again and hopes to be well enough to attend the next executive meeting, which is likely to be held on Good Friday, April 9.

NEXT YEAR'S CONVENTION.

Mayor Stevely, of London, has placed the City Hall at London at the disposal of the Ontario Retail Hardware Association, if it is decided to hold next year's convention in the Forest City. Mr. Stevely is also president of the Board of Trade and their rooms have also been offered for the convention meetings, they being directly across from the City Hall, where the exhibits could be held. Both halls are only one block from the G.T.R. depot, the Tecumseh and Grigg houses.

THE TALK OF THE TRADE.

From all parts of the Province comes word that the recent convention at Hamilton is still a live topic for discussion.

Two large manufacturers who visited the convention expressed their surprise and stated that had they realized the greatness the convention has attained they would have made exhibits.

Retailers, too, who did not attend the convention, are realizing the good time they missed and some of the manufacturers who presented the delegates with souvenirs are being compelled to write many customers stating that their supply was exhausted at the convention.

Then the travelers are also enthusiastic and several have taken advantage of the opportunity to join the association as honorary members on the conditions adopted by the convention. One writes from Quebec: "The fact that the convention was a big success I have heard all over the country, and it must be a source of satisfaction for you to have it result in such an achievement."

THOSE RUBBER STAMPS.

The secretary is in receipt of half a dozen letters from members of the association who are impatient about the rubber stamps to be used by members who decline to pay the special charge for cartage at point of shipment.

One of the members thinks the secretary is rather slow in supplying the members with the stamps and suggests that the matter evidently doesn't affect the secretary as directly as it does the hardwareman. The secretary can only say that he is doing the work as rapidly as his time permits. His work as secretary is altogether secondary to his regular employment and at this season his work is particularly heavy. The association work must be done in the limited overtime at his disposal and if the members will be patient their work will be done in due time.

The rubber stamps have been ordered and they will be ready for delivery by March 10.

MUTUAL FIRE INSURANCE LAW.

An effort is being made to have the amendment to the Ontario Insurance Act prepared in time to be dealt with at the present session of the Ontario Legislature. The time for receiving private bills, however, closes next week and it may not be found possible to have the matter in satisfactory shape for presentation this year.

In case it is found necessary to hold the matter over until 1910, a regular campaign can be worked up, copies of the proposed bill being placed in the hands of every retail hardware merchant so that the local M.P.P. can learn what the retailers want.

ANOTHER FINE SOUVENIR.

Members of the association who registered at the exhibit of E. C. Atkins & Company at the recent convention at Hamilton received a very neat souvenir this week in the form of a nickle-plated saw with gold-plated handle, it being about 1½ inches in length and in the form of a watch fob. The souvenir was ordered to be ready for distribution at the convention but the order was not filled until last week.

The Atkins Company, extends each member an invitation to visit their new plant when Hamilton is next visited.

The Canadian Tool & Shovel Company have also sent an interesting letter to the delegates to the recent convention expressing the hope that the convention will again meet in Hamilton next year.

A RECORD COLLECTION.

W. H. Thornton, Sundridge, made a record collection last week, form letter No. 1 bringing in a cheque for $240 the day after the letter was sent out. Mr. Thornton also tells of another account owing by a dead-beat who was brought to time by the No. 2 letter. "He came into the store in a big rush saying that if we would just keep those Toronto fellows off for a week he would get the money and he kept his word."

Mackie & Ryan, Pembroke, tried one lot of the collection letters and last week came back for $2 worth additional. "We find they are an excellent thing and we should have had them long ago," they wrote.

Christenson & Cove, MacLennon, received $15 through the secretary this week in response to a No. 2 letter.

"R. C.," Holt, Ont., has forwarded $2 to the secretary in response to a No. 1 letter. But the firm who sent out the letter did not fill in their name in the blank space for this purpose and "R. C." does not say to whom the money is due. Will the owner send his name and prove claim by giving the delinquent's name?

U. S. NATIONAL CONVENTION.

The dates decided upon for the tenth annual convention of the National Retail Hardware Association of the United States, to be held at Milwaukee, are May 25 to 28. Representatives of the Ontario Association may attend to secure first-hand information regarding the workings of the associations across the border.

A. J. Scott, Marine City secretary of the Michigan Retail Hardware Association, writes the Ontario secretary as follows: "We expect to have a record-breaking meeting in Saginaw next August and are preparing to hold a big hardware show in the Auditorium, which will be participated in by a great many of the largest manufacturers of hardware specialties in the country. I hope that some of your members will make it a point to be with us at that time and that you will be amongst that number." This invitation ought to be accepted by some of the hardware merchants at Sault Ste. Marie, Ont., and other Northern Ontario places within reach of Saginaw.

R. Phillips, Havelock, who was a visitor in Toronto this week, says he joined the Retail Hardware Association in order to secure the collection form letters and he does not regret it, as he has collected fully two-thirds of the accounts sent out. He has also used the special lawyers' letter to good advantage in collecting accounts from railway men he did not want to sue. Mr. Phillips was delighted with the Hamilton convention and though he lives 25 miles east of Peterboro he wants to go to London in 1910.

Holiday Advertising Contest Awards

Prize Again Won by Emerson & Fisher, St. John—Some Good Runners-Up—Reproductions of Some of the Entries, Together With Commendations and Criticisms of Good and Bad Points.

It is a remarkable fact that the winner of Hardware and Metal's Christmas Advertising Contest for 1907 should again be the winner in 1908, but a fact it is, all the same.

Although there were several very creditable advertisements among the runners-up, the judges were quite unanimous in awarding first place to the clerk who wrote the ad for Emerson & Fisher, St. John, N.B.

Both in size and get-up, as well as in the quality of the reading matter, the winning ad leaves very little to be desired. An ad like that could hardly help pulling business.

As may be seen from the reduced reproduction, the winning ad occupied full page space and is extremely simple in design; display type being used only where there is sound reason for it. Each specific offering is isolated, so to speak, in a neat rule box, thus enhancing its force by separating it from its fellows.

One other full page ad was submitted—by A. W. Humphries & Son, Parkhill. This ad is very well written, is chock full of good offerings and occupied the front page of the Parkhill Post. This ad has something of a confused look, owing to an over-abundance of display type and a lack of white space between the various items. In this respect it differs greatly from the winning ad, the style of which is so simple and legible that it can be read with the greatest ease.

A very attractive set-up is the strong print of the four-column ad of A. L. Fenn & Sons. Its strength along that line is, however, offset a good deal by the lack of prices. The copy is well written, clear and concise, and but for the omission of priced inducements, this ad would have been on a level with the prize winner—except in the matter of size.

Williams Brothers & Co., Gladstone, Man., submitted an ad which also deserves special mention. Lacking something in neatness, and burdened with some infrequent chunks of whirlgig border (which appear to serve no useful purpose), the ad is otherwise a good one. The opening paragraph appealed to the judges as being very appropriate and well worded. Prices are quoted in almost every offer, but do not appeal as forcibly as they would had the printer used type of a heavier style and larger size. Figures are most effective when printed in the same size type as the heading of the paragraph, of which they form the main feature. On the whole, this ad could have been made much neater and more striking had the compositor taken greater pains in selecting type and joining rules.

The force that can be lent to an ad by printing prices in type as heavy as the paragraph heading is well demonstrated in a couple of ads sent in by C. C. Falconer & Co., Winnipeg. In one ad the emphasis is laid on the name of the article and its price. Connecting the two is the necessary descriptive matter. In the other ad there are four paragraphs headed respectively "For Father," "For Mother," "For Brother," "For Sister." Under these headings various articles are suggested; the prices quoted being printed in type as heavy as that used in the paragraph heading.

J. S. Mitchell & Co., Sherbrooke, Que., sent in three specimens which are rather unusual in appearance. They are respectively twelve, ten and nine inches long by one column wide; and, in appearance, are something between display advertising and reading notices. It is probable that these three ads paid the advertisers very well indeed. They are strong, because they are simple. There's no straining after effect. The infrequency of the displayed lines add to their strength. The copy is not "clever," it is just plain, common-sense suggestion, with the prices tacked on. It is good advertising copy which advertises the articles—not the ad writer.

At this point it is quite appropriate to reiterate the proven fact that the merchant who tries to be "original" or "clever" and for that reason indulges in freak copy, is playing a losing game. Look on advertising as a business talk. Have something to sell and say what and why in plain English. All your readers can understand plain English; but probably few would get to the point of an elaborate "story" or "editorial."

The Burk's Falls Hardware Co. submitted a neat, effective ad, occupying 10 inches, five columns, and containing nothing superfluous. A strong headline, "More Christmas Bargains," followed by a well-worded three-line talk on the necessity of quick buying to get the best selection, then an extensive list of articles with the regular and special prices quoted.

A Commendable Entry in Hardware and Metal's Holiday Ad. Contest.

The Best Qualities
—AT THE—
... LOWEST PRICES ...

IT has been the persistent policy of this business to sell only the most reliable goods and to make the prices the lowest possible. This year we have an exceptionally good showing and feel satisfied the prices are right

EMERSON & FISHER,

25 Germain Street.

TABLE : WARES
—AND—
..KITCHEN UTENSILS..

WHEN the housewife knows that all her pots and pans, her glassware, silverware and cutlery are right at hand and ready for use, how relieved she feels! These goods have always been our specialties and we can attend to your wants in this line as they cannot be attended to elsewhere in the city.

HELPS FOR CHRISTMAS SHOPPERS

Brass and Copper Fern Pots.
Unique. Exclusively Dainty Shapes,
$1.00 to $1.75

Brass and Copper Jardiniers.
Most elaborate designs
Hand hammered.. **$2.00 to $15.00**

Brass and Copper Hot Water Jugs.

Austrian manufacture.
Superior quality
Rich, handsome, Hand-hammered effects Several sizes
$2.25 to $4.50

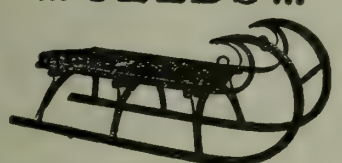
SKATES

BOKER'S Celebrated Hockey Skates and WHELPLY'S Renowned Reachers.
Nickel Plated Hockey Skates—all sizes Many patterns. **80c to $3.00 pair**
Wood Top Reachers—Boys' sizes **$1.50**
Men's sizes **2.60**

Carvers.

Made in Sheffield Eng., which is a guarantee that they are made right—tempered right—thus will give satisfaction
Three, Five and Seven Piece Sets, in handsome cases . **$2.50 to $12.00**
Carvers in Pairs ..... **1.00 to 3.00**
Fish Sets and Dessert Knives, with pearl handles Many patterns.

... SLEDS ...



For Boys, Girls and Grown-ups.
All Kinds—All Sizes—All Prices
Framers for Boys and Girls ..... **50c.** up
Clippers for Boys, ... **25c.** up
Flexible Flyers ..... **$3.00** up

Special!
CUT : GLASS : SALE
This is a line we are discontinuing and must clean out before the end of the year.
30 p. c. Discount.

"1874 ROGER'S BROS"
"Silver Plate that Wears"

Sugar Shells	$ .90 each
Cold Meat Forks	1.00 "
Salad Forks	1.00 "
Sugar Shakers	1.20 "
Bon-bon Tongs	1.25 "
Gravy Ladles	1.40 "
Jelly Spoons	1.40 "
Berry Spoons	1.65 "
Tomato Servers	2.25 "
Soup Ladles	3.75 "

KNIVES, FORKS AND SPOONS

Auto Strop Safety Razor
A RAZOR that will cut the stiffest beard and will not cut the face.
That is antiseptic;
Easily cleaned;
That, first, last and all the time, IS SHARP
Price $5 00.

Celluloid Table Knives
Celluloid Handle Table Knives have largely taken the place of the Ivory Handle Knives, as they are very much cheaper do not discolor, and are made so that the handles cannot possibly come off. We have a most comprehensive line in all designs and at prices
Ask for the CROSSED FISH BRAND

CLOCKS CLOCKS

[illegible] be an ornament as well as a time-keeper [illegible] and Germany France and the United [illegible] we at least think are both time-[illegible]—all prices
[illegible] $1.25 to $5.50.
[illegible] $6.00 to $7.50
[illegible] $6.50 to $15.50.
[illegible] $5.50 to $17.00.
[illegible] 35c. to $2.00.

Scissors in Cases
A case of Scissors is always a most acceptable gift as these are articles that are in constant use and one can never have too many.
Having the Sole Trade in new we sell a large line of these goods all from the works of the most reliable makers
Prices, $1.75, $2.25 $3.00 $3.75 and $4.75

Carpet Sweepers!
It would be hard to select an article at anywhere near the same cost that will give as much satisfaction and comfort as a **Bissell's Grand Rapids Sweeper**
PRICE - $3.00
Toy Sweepers - 25 and 35c

"Rubberset" Shaving Brushes
No matter how often the Rubberset Brush gets in hot water it is never in trouble. The bristles are set in hard vulcanized rubber,
Price 50c to $3.00

STERLING SILVER
A Gift Worth Giving or Receiving

Salad Spoons,	40c each
Mustard Spoons,	60c each
Butter Picks,	90c each
Butter Spreaders,	$1 35 each
Bon-Bon Tongs,	1 25 each
Sugar Spoons,	2 00 each
Jelly Spoons,	2 50 each
Pickle Forks	2 60 each
Cold Meat Forks,	3 50 each
Tea Spoons, Table Spoons, Forks	1 1c

Thermos Bottles!
The world's modern necessity for everybody, young and old
Keep contents hot 24 hours without fire.
Keep contents cold three days without ice
Pint size, gun metal case..... $3.50
Quart size, gun metal case..... 5.50

"Ever Ready" Safety Razor
This Razor is by no means an experiment. It has "made good" a million times and will make good with you.
Absolutely guaranteed
PRICE $1.00

The Famous Ingersoll Dollar Watch
You could not give your boy a more serviceable present at ten times the cost of one of these practical **guaranteed time-keepers**—and they'll be prized above many costlier gifts too
Price $1.00

Snow Shoes
Indian make, correct shapes The bows made from ground ash, which is very tough the filling of stretched calf skin

Child's size,	$0.00
Ladies' size	3.25
Men's size,	4.75

Razor..... .....Strops
All men who shave themselves appreciate a good Strop. Some prefer the Swing Strop others the Cushion pattern Both kinds here in qualities to suit the most fastidious
Prices from 30c. to $2.25.

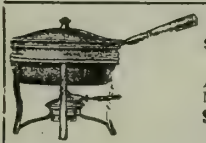
Hot Water Kettles for Table Use.

Brass, Copper, Nickel, with and without spirit lamps Some of the newer designs are very handsome Kettles, complete with spirit lamp and stand,
$1.75 to $8.00
Kettles separately, **1.25 to 4.00**

TEA AND COFFEE POTS.

Made from solid Copper, Nickel plated on the outside and Silver plated on the inside With ordinary care will wear a lifetime Handsome enough to serve on any table Can be heated on the stove.
Prices . $1.00 to $5.00

Chafing Dishes.



Solid Copper or Copper Plated with Nickel.
A household necessity.
Many designs. Prices:
$4.75. $5.00. $7.50. $9.00 and $12.00

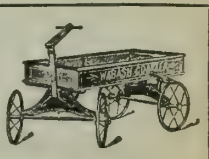
Fireplace Fittings

Fenders, black or solid brass. $2.00 to $25 00
Fire Sets, black or solid brass $2 25 to $9.00 per set
Coal Hods brass or copper, $6 50 to $15.00
Coal Pots, black with copper trimmings. $2 50 up
Everything for the Open Fireplace
We have an excellent stock of these goods all the year around, but at this season many patterns added to suit the holiday demand.

RELIABLE CUTLERY

All boys like a knife provided it is sharp and will stay that way 150 different patterns here from which to make selection. A guarantee with each.
Prices from ..... 25c. to $3.00

Wheelbarrows.
Express Waggons.



JUST WHAT THE SMALL BOY WILL APPRECIATE
WHEELBARROWS 90c, $1.00. $1.10

The : Famous : Buster : Brown
..EXPRESS WAGGONS..
TWO SIZES, $4.00. $15.00
Express Waggons, 50c to $5.00.

Special!
Wooden : Tea : Tray : Sale
These trays are of superior manufacture. They are made of oak trimmed with mahogony or ebony, with nickel mounted handles
25 p. c. Discount.

SHOPPING MADE EASY HERE.
EVERYTHING MARKED IN PLAIN FIGURES.

Awarded First Prize in Hardware and Metal's Christmas Ad. Contest.

Two very creditable ads were submitted by R. F. Johnstone, Acton, Ont., occupying twelve inches, four columns, in which cuts of various articles were used to considerable advantage. They are good examples of common-sense advertising.

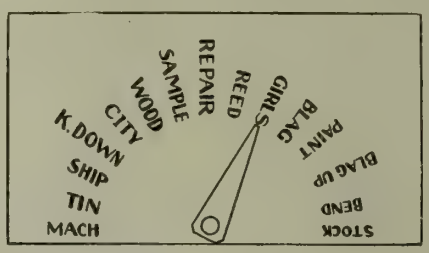
The ads submitted by McGregor & Co., Caledonia, Ont., demonstrate the fact that but poor results can be obtained from printing a fine screen half-tone cut on an ordinary newspaper press, when ordinary pulp paper is used. On one of the McGregor ads, under the heading of silverware, there occurs a mushroom-shaped blotch which detracts considerably from the appearance of the ad. where line cuts are used much better results are obtained, which is quite natural. Another criticism we would offer is that the ads do not appear to hang together very well. With a little more care as to arrangement and the elimination of half-tones, these ads would be much stronger, as they contain plenty of meat in the way of priced items. Effective arrangement would make these items talk with a more forcible voice.

An ad sent by Sanders' Hardware Store, Boissevain, Man., also loses in attractiveness from a badly printed half-tone. Otherwise it is a thoroughly good one—specially well written, neatly arranged, fairly large and well displayed.

The limitations of space prevent going into details regarding all the ads entered for the contest, but several good runners-up besides those already mentioned, were sent in by Hurd & McBride, Ottawa; Gilpin's Hardware, Collingwood; Brace McKay & Co., Summerside, P.E.I.; C. B. Miner, Cobden, Ont.; Ashdown Hardware Co., Calgary; P. Mymmen Co., Berlin, and John Bailes & Sons, Oshawa.

TRANSFER CARDS.

In the Gendron Mfg. Co., Toronto, the elevator man does most of the transferring from one flat to another. He devised a scheme to facilitate the quick transportation of material. When a truck is loaded in one department it



Transfer Card.

is taken to the elevator. At the side of the elevator are hanging a number of tin plates, painted white, with the names of the various departments printed on them. One of these plates is shown in the illustration.

A workman hangs one of these transfer cards on the truck, turning the arrow to the name of the department to which it is to be delivered. The elevator man looks at the card, hangs it on the nail so it may be used again and takes the truck to the proper department. This scheme is found to greatly facilitate the handling of loads of material and besides saves the time of the workmen.

A Commendable Entry in Hardware an d Metal's Holiday Ad. Contest.

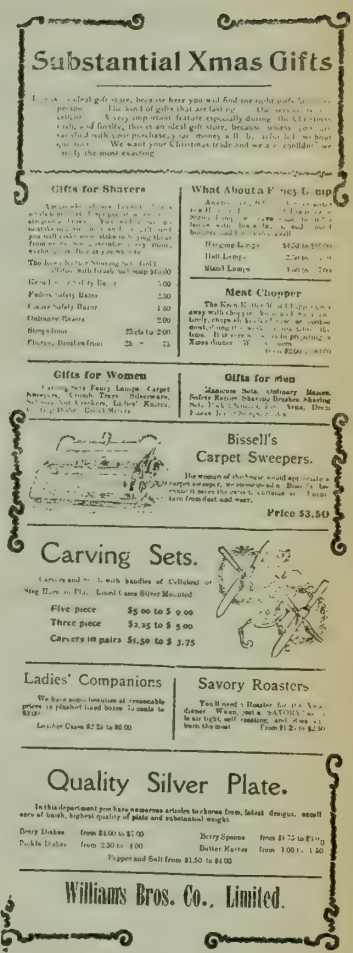
CLEAN OUT GOODS THAT DON'T MOVE.

Watch the stock for the slightest symptoms of the genus "sticker," and then go for it until its selling pace is accelerated. Don't allow it to take root. Find out why the goods are slow. Of course, you do not knowingly buy slow sellers, but buyers are not infallible, and the best of them are liable to run counter to their customers' tastes occasionally. Teach the clerks to be observant and to give you the customers' reasons why such lines are not appreciated. Your taste may have been at fault your judgment may have been poor, you may have paid too much money for the goods. There may be other reasons that do not occur to you; therefore get other people's opinions. Ask questions—a business man should be a perambulating interrogation point if he would make the most of his opportunities. Watch your trade. Goods that are quick sellers in one locality may be the slowest kind of stock in another, and unless a buyer is tolerably certain of his trade, he had better go slow. A plunger will always have hard battles to fight with hard stock, but a plunger who neglects to keep himself thoroughly posted on his customers' wants and necessities will be overwhelmed.

THE NAIL OF DESTINY.

"For the want of a nail the shoe was lost,
For the want of the shoe the horse was lost,
For the want of the horse the rider was lost,
For the want of the rider the battle was lost,
For the want of the battle the kingdom was lost—
And all for the want of a horseshoe nail!"

But this, my child, as you doubtless know,
Was a number of hundred years ago.
Brought down to date, the facts are these:
The general chooses to ride at ease
In a new six-cylinder automobile,
And he punctures the tire of his off front wheel:
So the battle goes bump—not for the lack,
But because of a smallish carpet-tack.

J. D. Brown, for the past two years manager of the retail department of Rice Lewis & Son, Toronto, has accepted a position with the Kennedy Hardware Company, Toronto, and will represent them on the territory between Niagara Falls and Windsor. Mr. Brown was with the old-time firm of Risley & Kerrigan, leaving them to join the staff of Rice Lewis & Son, for whom he worked eighteen years as a Western Ontario salesman.

Some Effective Ads. in Canadian Papers During the Recent Holiday Season.

HARDWARE AND METAL

Established . . . 1868

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses:

Canada: Macpubco, Toronto. England: Atabek, London, Eng.

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ENTERPRISE AND NEGLECT.

Two stories told the editor of Hardware and Metal during the past week are worth repeating, one telling the story of how an enterprising retailer overcame obstacles and won success and the other of how a retailer through lack of enterprise has practically driven a manufacturer who wants to protect the trade to sell through other sources.

The first is the experience of James Dandie, of Streetsville, known to most members of the Retail Hardware Association. Going into the hardware business a few years ago through having a vacant store on his hands and having little knowledge of the trade, he began in a conservative manner, buying stoves and other goods in small lots. He found it hard to make headway, but he had the quality of persistence, and in two or three seasons began buying stoves in car lots, his sales now running into figures far higher than many stove dealers in larger and better districts. His success is due to his persistent work and his method of going out after business. When he sells a range, for instance, he puts it on his wagon, and, instead of going direct to his customers he takes a round-about way, calling at numerous farm houses, explaining that "he was out delivering the range to Mrs. So-and-So and took the opportunity of calling in to see how their range was working." Frequently the range does not go to the original customer, but is bought by the party called upon. And, in addition much valuable information is secured resulting in future sales and a strengthening of the bonds of friendship between the merchant and the farmer's family.

The story of neglect is of a hardwareman who has no opposition in his town. Called upon by a traveler representing sheet metal goods, the firm were very stiff with the salesman, informing him that they were independent and wouldn't advise anybody to buy any particular make of goods, that they would sell anybody's and would not exert themselves in the least to make sales. They would not give the salesmen a single name of intending builders in their district, and they wouldn't even drive with him to see one of their customers who had asked them for a price a few days before.

There are a good many people like this in the hardware business. They expect to buy from anybody who will give them the lowest price, and they will not be loyal to any firm. They expect the manufacturers to be loyal to them, and would be in a high state of indignation should any manufacturers sell direct to anybody in their district. Yet Hardware and Metal would have no criticism to offer if the salesman referred to, finding it impossible to induce the hardware firm to adopt modern business methods, went outside the trade and placed the agency with a builder or mill man who would seek business instead of waiting for it to come to them.

THE METAL SITUATION.

Although the open market in steel has not produced the disorganization in the States that some expected it would, there is still a great deal of uncertainty as to real conditions. Everything is unsettled, and the reticence of the large steel manufacturers in discussing prices, only natural in the circumstances, is not helping to make the markets steadier. The magnates do not wish to show their hands to the smaller fry who forced the present situation on them.

It is stated that an open declaration of prices will be avoided, and that the battle will be fought out on each individual sale. In other words, the steel concerns are going to give nothing away, and they cannot be blamed. An open declaration would establish a definite base for further cutting. In these circumstances it is natural that little should be known as to the scale of prices now obtaining. Steel bars, billets, shapes, plates, merchant steel pipe and sheets are openly, but no one seems to know how much, down. The opinion is also expressed that steel rails will in time be affected by the situation. Wire is still being held, and so are tin plates. The latter fact is being very adversely commented on, in view of the tin situation, and the canning season opening in April. It is evident that some time must elapse before the markets are thoroughly settled and meanwhile buying must be affected.

We stated last week that the immediate result of the open market would be to hold consumers off, and the week's trading seems to have confirmed this. There has been no rush to take advantage of the situation. Buyers, as we expected, are waiting to see how far prices will fall, and until their needs, or the buying needs of other consumers, force them to enter the markets, they will sit on the fence. The decision not to make any open declaration of prices, so far as stimulating prices is concerned, is a wise move. It leaves an uncertainty in any estimation as to how far the markets are likely to fall, and having nothing definite to go on, the buyer will be tempted sooner. Undoubtedly in the end purchasing will be stimulated, but in the meantime there will be a prolongation of quiet times.

Canada has not yet been affected. Whether she will or not remains to be seen. Export prices are not home prices, as the U. S. Steel have pointed out, and the companies are not anticipating any reduction here. Still, when two countries are so closely allied in a business sense, and so much structural material finds its way here, market conditions such as exist now in the States cannot be without an influence. Whatever happens, however, to prices we certainly would heartily welcome any stimulation in the general consumption across the border. Trade has been nothing like so quiet, comparatively speaking, in Canada, as in the States, but a good development in buying by our neighbors would certainly quicken the pace here.

MAIL ORDER CANVASSERS.

A Chicago catalogue house has organized a school of instruction for canvassers, and it is said, twelve hundred young men and ladies are to be divided up into small parties and sent into different sections. Their mission will be to visit every farmer, explain how to order by mail, and try and secure an

order which it is expected will pay the expenses of this new venture.

Most likely these people will first visit the retail stores and make some purchases, procuring the merchants' sales-slip to clinch the argument they will use in comparing his goods with those sold by the catalog house. They will secure a list of future wants and try to fill them by sending special letters and circulars.

This is a new move by the enemy which retailers must prepare for and guard against. Are you ready to meet it? Have you any plan to suggest? Watch your territory. If these trained, smooth-tongued solicitors make a success in the Western States they can be looked for in Canada before long.

The only hope for the retailer is in trade organization. By acting unitedly the local spirit of country publishers and property owners can be appealed to, but acting as individual units the modern Juggernaut will soon crush out opposition.

DISCUSSION ON CARTAGE INVITED.

A rather tense situation exists on the cartage charges question. Some retailers claim that their jobbers allow them the special charge for cartage from the wholesale warehouse to the freight station. And because some claim to be getting it, others want to be placed on an equal footing.

Just as price-cutting among retailers is demoralizing, so is the granting of special favors by jobbers to certain customers a disturbing factor in the trade.

The members of the Ontario Retail Hardware and Stove Dealers Association have taken a stand against paying the special charge for cartage at point of shipment, while the Canadian Wholesale Hardware Association have re-affirmed their decision not to allow the cartage charge from warehouse to freight shed.

What is to be the solution to this dilemma? Are the jobbers to be true to their pledge not to allow the charge to any customers? Or is the charge to be allowed in special cases, thus encouraging others to demand that they be similarly treated? Is not the jobber who lives up to his pledge being subjected to unfair discrimination by other members of the wholesale association who allow the charge?

While a strong stand has been taken on both sides of the controversy, the subject has never been fully discussed and there are many who have open minds and desire further information before taking a stand. Is the time not opportune, therefore, for both wholesalers and retailers to state their arguments for and against the abolition of this special charge?

The columns of Hardware and Metal are open to any manufacturer, wholesaler, traveler or retailer who wishes to express his views on the cartage charges question.

NEED OF PUBLIC CONVENIENCES

In an investigation as to the public toilet facilities available to the people of the city of Chicago, John K. Allen states that it was repeatedly shown that saloons depend more upon their toilet facilities to bring them new business than they do upon their free lunch counters. The pastor of the Erie Street chapel in Chicago had his attention aroused to the necessity for the provision of these conveniences by the statement made by a teamster, that for many years he had been a slave to the drink habit because his work took him long distances away from his place of employment and the saloon was the only place open to him for necessary purposes. Even in cities where private enterprise furnishes toilet conveniences to the people, many of these are not open on Sunday or holidays, with a great attendant moral danger which should not be underestimated.

An example of this danger is shown by the shameful life and hopeless death of a woman who counted as her first misstep the entering of a Chicago saloon because it offered to her the only place on a Sunday afternoon in the downtown district where she could go for such accommodation as she must have. They were too sensitive to accept these accommodations without purchasing, and there began a taste for drink which ended in a life of shame and a nameless grave in the potter's field.

The added burden laid upon hotels, office buildings, commercial establishments, railroad stations and the like, in providing toilet facilities for the general public who are not customers, rests heavily upon private shoulders. In the case of hotels, few realize how this privilege is abused. In the case of office buildings, the increased room given for such purposes is withheld from rental, the increased consumption of water is paid for at meter rates, and requires an additional mechanical equipment for its elevation and distribution; additional elevator service must be maintained, as these rooms are usually placed near the tops of buildings; and additional janitor service is required. All of these items amount to a considerable sum, more than would be required if the toilet facilities were confined to the use of tenants. In one of the railroad stations in the city of Chicago recently observed, the men's toilet room was being visited at the rate of over 7,000 persons a day and the visit was timed at a dull period. The attendant reported that during the noon hour the room was visited by at least 1,000 people each day from adjoining buildings. In a large retail store in Chicago at least 5 per cent. of the users of the ladies' toilet room are employees from adjoining competitor establishments. While it is true that this burden is cheerfully borne by private establishments, it is none the less true that it is an unfair tax upon private enterprise and should not be permitted by the public.

Most municipalities make it an offense for a policeman to visit a saloon in uniform, except in the discharge of his duty. How unreasonable it is, then, to provide no place for his necessary comforts and how demoralizing it is to the public service that this rule must be daily broken. When, Theodore Roosevelt was Police Commissioner of New York City, he wrote: "One great trouble we find in trying our policemen for going into saloons in uniform is that they can now plead a legitimate excuse."

M. F. Doherty, Chicago's Superintendent of Streets, makes the statement that "The lack of and necessity for public conveniences in connection with our street cleaning forces has, for ten years or more past, increasingly forced itself upon my attention. Those employed in cleaning our streets are to an extent foreign born and too often lack that fine sense which prevents their committing nuisances in alleys and slightly out of the way corners from which bad odors soon arise. Not infrequently such places are in view of the passing public whose sensibilities are disgusted or shocked. Underground, cleanly kept closets and lavatories would tend to the physical comfort and moral well being of our large labor force."

AMEND DIVISION COURT ACT.

Hon. J. J. Foy, Attorney General of the Ontario Government, has promised that he will "carefully consider" the recommendations made by the Ontario Retail Hardware Association convention at Hamilton this month regarding the amendment of the Division Court Act to allow accounts under $25 to be collectable by garnishment, and accounts under $10 to be collectable before a magistrate.

It's all a question of who is the strongest, and every merchant should write his local representative in the Legislature, pointing out the justice of these requests and asking him to see Mr. Foy and urge that the law be amended.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 74.)

MARKETS IN BRIEF.

Montreal.

Copper—Weaker.
Best Manilla Rope—Down ½c.

Toronto.

Manilla Rope—Now 11c.
Copper—Easier.
Pressed Spikes—15c lower.
Metal Cap Log Rules—Down about 50c.

MONTREAL HARDWARE MARKETS

March 5.—Trade continues to improve steadily, although there is no rush tendency observable. Dealers generally show little inclination to book ahead, and only order their goods as they want them. A fair number of orders, however, are accumulating for shipment next month, and between now and the 1st April there should be strong additions. It is evident that April will be a busy month with the jobbers, as owing to the lightness of the buying repeat orders will closely follow upon the original ones.

The movement in spring lines is naturally stronger, but the greatest improvement seems to be in house-cleaning utensils, wringers, washing machines, stove brushes, scrubbing brushes, clothes lines, pulleys and reels, showing marked stimulation. Builders' hardware continues to show activity and bolts and nuts are in stronger evidence. Sugaring supplies keep up well, but there is a slackening, only to be expected, in lumbermen's supplies. The Maritime Provinces and the Northwest seem to be showing the greatest improvement in trade as yet, the east being still somewhat slow. The roads, locally, have not lately been in the best condition, and this has kept things back a little. In the last two or three days things have improved in this direction. The opening of the Gowganda district has brought good trade for Montreal. The markets generally keep firm. A reduction of ½c has been made in pure manilla rope. With the reduction on the cost of the raw material this was only to be expected. British manilla and sisal are unchanged.

BUILDERS' HARDWARE—Builders' hardware continues to show improvement. Building prospects locally appear to be very good, and most encouraging reports have been issued. Plenty of building is promised all over the country and this naturally is stimulating hardware. We continue to quote: Discounts on door sets, 50 and 10 escutcheons, 50 and 10; escutcheon pins, steel, 50; brass 55. Spring hinges, per gross, No. 20, $9.

SPRING LINES—There has been no startling improvement in spring lines, although steady progress has been made. Dealers are still disinclined to book ahead, and the major portion of the spring trade this year will be done in immediate delivery. Fair movement characterizes the following lines: Egg crates, harvest tools, lawn mowers, hose, hose nozzles, lawn sprinklers, gardeners' tools, ice cream freezers, screen doors, green wire cloth, and poultry netting. We quote: Screen doors, stained, $7.80; grained, $8.10; poultry netting, 60 and 2½; green wire cloth $1.70 in 100 feet rolls.

SPORTING GOODS—There is no strength to any of these lines as yet. Guns and ammunition show a better movement but apart from fishing tackle and baseball accessories, trade has not opened out. We quote: Dominion rim cartridges and C.B. caps, 50 and 2½ per cent.; B.B. caps, 50, 10, 2½ per cent.; Crown black powder, 18 per cent.

HOUSEHOLD UTENSILS — The greatest improvement this week seems to have shown in spring cleaning accessories. Wringers, washing machines, stove brushes, scrubbing brushes, clothes lines, pulleys, reels, polishes, brooms and pails have all shown stimulation. We quote: Carpet sweepers, $2 and up; sad irons, Mrs. Potts', No. 55, 75c; No. 50, 80c per set; asbestos, $1.50; cake makers, $17.25 per dozen; bread makers, $18 per dozen and upwards.

LUMBERMEN'S SUPPLIES—As is only to be expected at this time, trade shows signs of falling off. The season is nearing its end, and the movement in cant hooks, peavies and binder chains is slow. We quote: Boot calks, $4 to $4.25 per 1,000; wing calks, $6.50; cant hooks, $12 to $16 per dozen; axe handles, $1 upwards; axes, $6 upwards.

SUGARING SUPPLIES—The movement in these lines maintains its strength. A good sugaring season is promised. Bits are still quoted at 50 off.

BOLTS AND NUTS—With an improvement in structural work there has been a decided stimulation to bolts and nuts, and the trade has assumed good proportions. We quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

SCREWS—The movement in screws is about the same as last week. All sizes are moving, and prospects look healthy. We quote: Discounts at 85 and 10 off for flat head bright; 80 and 10 off for round head bright; 75 and 10 for flat head brass, and 70 and 10 for round head brass.

WIRE—Trade shows improvement, and business is now assuming good proportions. There is no change in prices, and we quote: Plain wire, $2.30 base; barb wire, $2.65 in straight and mixed car lots, and $2.70 in small lots. Galvanized wire, No. 9, $2.35 in straight and mixed car lots, and $2.40 small lots, f.o.b. Montreal. Coiled spring fencing, $2.65 straight and mixed car lots, and $2.75 small lots.

BRIGHT WIRE GOODS—Trade is very good, and all lines are getting a share. The lightness of stocks in dealers' hands promises good stimulation later on. We quote: Gate hooks and eyes, and screw hooks at 60 and 20 per cent.; stove pipe eyes, screw eyes, and square hooks, 60 per cent. Wire hat and coat hooks, 40c a gross.

ROPE—Owing to the reduction in the cost of raw material pure manilla rope has been reduced ½c and is now quoted at 11c. This should stimulate buying. There is no change in British manilla or sisal. We quote; Best manilla, 11c; British manilla, 9½c; sisal, 9c.

TORONTO HARDWARE MARKETS.

March 5.—March has opened up well, much better than February. Orders are beginning to go out, and some houses are working their clerical staff overtime to keep faith with their customers. Travelers report increasing trade in the country. Spring goods, kitchen ware, household utensils, and house-cleaning lines form the bulk of the orders, though every order calls for some sorting-up articles as well. Demand is thus for general hardware lines. Builders' hardware, too, is in good, steady demand and from all accounts should be a good seller for the whole length of the building season.

Prices generally are steady and firm, though some few of the minor lines show an easier tendency. Best Manilla rope is down, 11c now being asked. Raw material was of good stock and plentiful in supply last season, and jobbers think that offering it at a low rate will induce buying. The cheaper grades are considered low enough, and they certainly are lower for this season of year than for some years past. Pressed or ship spikes are lower; and so are metal cap log rules, the latter nearly 50 cents.

SEASONABLE LINES—With a setback into the lap of winter it would be hard to say what are seasonable lines. Jobbers and retailers were awaiting the call for spring goods when the larger centres reported general snowstorms. This has delayed booking of orders slightly, but on the other hand has allowed the hardware merchant another chance to get rid of his winter goods, especially snow shovels and scrapers, etc.

SPRING GOODS—Orders are coming in pretty well and are being filled for immediate shipment. Travelers report bright prospects in the country. The orders for the coming season's lines include many articles of a sorting-up nature. Evidently the country hardwareman is beginning to stock up.

BUILDERS' HARDWARE — Steady and continuous good trade is being done. Orders for city and province are satisfactory, and future trading looks good, especially as building permits all over Ontario are on the increase. Lock sets, bolts, hinges, nuts, bells, and many other articles asked for by builders are in good demand.

HOUSEHOLD UTENSILS — Almost every order being filled calls for more or less large quantities of articles used about the house. Kitchenware in tin and enamel lines, and housecleansing articles of all kinds are being asked

for. Screens, doors, lawn goods, refrigerators, freezers, etc., are inquired for, although not yet figuring in orders.

ROPE AND TWINE—Pure Manilla twine is down ½c, and is now quoted at 11c. Raw material was good and plentiful last season and stocks are pretty heavy. Jobbers are quoting the low price to deplete stocks, as by April quite a little more may be offering. The cheaper grades remain unchanged.

WIRE—Rather steadier than a week ago. Galvanized barb is $2.90, and plain twist, $3.20. Coiled spring wire continues at $2.75 for Number 9. Wire nails are irregular and run in price from $2.20 to $2.30; poultry netting at 60 and 2½, and green wire cloth at $1, $6 in 100 ft. rolls.

HEAVY GOODS—Business is fair. Bar iron is yet $1.95. Stove bolts are 80 and 7½. Bright and steel wood screws, flat, 85 and 10 and round head, 80 and 10 per cent. Brass screws are flat, 75 and 10 and round head, 80 and 10 per cent. Brass screws are, flat, 75 and 10, and round, 70 and 10.

MONTREAL METAL MARKETS.

March 5.—There is no change in the markets this week, although copper, owing to the New York situation, is weak. Shading is going on, but generally for small jobbing lots the price of 14½c is maintained. Trade has been slightly better, although as one jobber said, there is indeed no boom. All the metal purchased, however, is being used at once, which makes the position stronger than it appears to be on the surface. Inquiries are good, and it is evident that a lot of business is waiting a favorable opportunity to show itself. If the steel cutting in the States improves consumption in that country, and stimulates the general metal market, the effect will soon be felt here. It only requires a steadily advancing market for consumers to come in strongly. Spelter and lead have been in good request, the firmness of the quotations having much to do with this. The month has opened out fairly well, and promises better business than February, which month was not so good as the preceding one.

In the primary markets legitimate consumption in tin and copper is still on the quiet side. Tin has been fluctuating up and down, but a favorable opinion seems to exist as to the future of the metal. There is a decrease of some 1,149 tons for the month of February in the visible supplies, while the deliveries into consumption according to official figures were good, the total for January and February showing an increase of 2,000 tons, compared with the same month last year. This, with the fact that the tin plate mills are running well, induce confidence in New York, and this is naturally reflected in London. Copper is weak, although a speculative advance in London stimulated things a little. There has been an attempt to boost prices as against the movement that has been so long working to reduce them. But manipulation will be of little effect until consumption comes to its aid. Spelter is maintaining strong figures in London, but at St. Louis the bottom seems to be falling out of the market. The tinkering with the tariff is affecting this market. Lead is somewhat easier in London, but that is only to be expected. The iron and steel market across the Atlantic is practically unchanged, Cleveland warrants being 1 penny higher than last figures published. The situation in the States is so unsettled that it is impossible to state with any degree of accuracy what scale of prices are obtaining. Most lines are down, but manufacturers are declining to quote prices openly. Buying has not been stimulated as yet, but when the markets have settled down to some acknowledged basis conditions will improve.

PIG IRON—Local inquiry is good, and a fair amount of metal is being consumed. It is evident that users are anxiously waiting the opening of navigation, as stocks are low, and there is no great desire to pay the winter freight prices. Next fall consumers will look ahead further than they did last year. Local furnaces are still maintaining prices. We continue to quote: Middlesboro, No. 3, $19.50; Summerlee, No. 1, $21 to $21.50; No. 2, $20.50. Cleveland warrants are quoted at 47s 1d, an increase of 1d over last figures. The English market continues to improve, and higher figures are wanted for future delivery. Pig iron prices are flattening in the States in sympathy with the steel situation, but the fact will not affect Canada figures, which are already as much lower when freight and duty are considered.

TIN—Tin is unchanged this week, the jobbing price remaining around 31½c. Business has improved on last week, and is more at the level established in January. Inquiries are good. A more confident feeling has been shown in the primary markets for tin. There has been a decrease in the visible supplies for the month, and an increase of metal gone into consumption. The action of the American Sheet and Tin Plate Company in not reducing tin plates is being adversely commented upon in view of the fact that the tin market wants support, but it may be that such an action would sacrifice a large amount of stock. There is no doubt under the present circumstances that if it was thought advisable to reduce the price this would be done.

COPPER—Copper is unchanged, the quotation of 14½c being maintained generally for small jobbing lots, although there is shading going on. Fair business has been done, but the weakness in figures is keeping purchasing back. A speculative advance in the English market strengthened figures somewhat, and there has been an attempt to boost prices as against the bearing movement that has been in existence for so long. Indications are that some of the larger consumers are getting interested in copper at the present low figure. In any case it is evident that manipulation will not improve the situation for long. Legitimate consumption can alone do that.

SPELTER—There is no change in quotations, and the price of $5.50 still obtains. Business remains steady with good inquiry. The English market still remains very strong. St. Louis, however, continues to weaken. Consumption is poor, and the tinkering with the tariff is not helping matters.

LEAD—The quotation of $3.70 is being maintained, with Trail at 10c less. Trade has been better this week, and some good orders have been placed. The English market has shown signs of sagging, which is only to be expected after the long advancing movement that has been in progress.

TORONTO METAL MARKETS.

March 5—This has been an off week on the local metal market and very little trading has been done. Iron and copper are easier, though quotations remain at the old figures. The cut in prices across the border has made for irregularity and uncertainty in trading.

More credence is given to the theory that the steel price war in the United States is a clever ruse of the producers to forestall any change in the tariff. Formal announcement has been made of a reduction on the price of structural shapes and plates and bars; and it is believed steel pipe will come down $10 a ton.

The principal item of railroad-buying news of the week is that the New York Central has placed orders calling for 100,000 tons of steel rails for delivery this year, 5,400 tons of this is placed with the Algoma Steel Co. at the Canadian Soo. It is presumed this is to be used on Michigan Central betterment work in Ontario, and a great deal of it at Windsor, where the M. C. R. tunnel emerges from the Detroit river. Production in America of steel rails declined in 1908 as compared with 1907, nearly 50 per cent. and the same decline is noted in the production of steel ingots and castings. Idle cars still decrease in number, but a recent bad feature is the closing of some G. T. R. shops, the officials of that road stating they were too sanguine in prophecying a sudden revival of good business this year.

PIG IRON—Considerable business is being done locally, but the market is disappointing and irregular. Canadian foundry is $18.50; No. 3 Middlesboro, $21; and Cleveland, $22. An authority in the Canadian Lake Superior country says the iron situation this year looks good to him. He believes there will be a boom this year in his section, and that a great deal of Canadian Lake Superior iron ore will find its way to the eastern furnances.

COPPER—Strong and active was copper at the beginning of the week, but it has gone off color again and is irregular. The local quotation, 14½c for small quantities, still holds, but larger quantities can be had for a lower figure. The U. S. show an increase in production in 1908 of 32,615 tons, which means a great deal more during a year of depression like last year.

TIN—Still at 31c the quotation of last week, is tin. There is no change in conditions. Trading is quiet. Straits exports to Europe and America last year were 60,463 tons compared with 52,524 tons in 1907.

LEAD—Quiet and unchanged is lead this week. Imported pig is $3.80. Demand is quiet. Speculators are said to

be looking for lead ore in Halifax County, N.S., some fair samples having been found, it is said, in the silver district.

SPELTER—Receipts and shipments both show increases so far this year when compared with 1908. Local quotations are still at $5.50 and conditions are quiet and unchanged.

SHEETS AND PLATES—Unchanged in price with steady demand existing. Taking America as a whole there is more activity just now in the production of sheet iron than there is in any other branch of the finished iron and steel trade. United States canners are calling for a heavier coating for tin plates.

OLD MATERIALS—An easier feeling exists as to old iron and copper lines. Demand is quiet—quieter than it was even this time last year.

U. S. IRON TRADE.

Cleveland, March 4.—The Iron Trade Review says: The adjustment of the iron and steel industry to the changed conditions brought about by the declaration iof the open market is continuing, and in the meantime, the consuming trade is drawing true bearings upon the situation. Generally, any stimulating effect of the reduced level of prices is lacking up to this time, although in steel bars some buying of note is reported. Inquiries are increasing, and consumers are showing a keener interest in developments, but there is a disposition to proceed cautiously until conditions are well settled.

In some products, notably semi-finished steel and wire material, considerable indefiniteness in the way of prices continues. The billet and sheet bar market, especially is attracting the close attention of the manufacturing trade, because of the relation it bears to other products, and by reason of the interesting conditions which it presents. The sheet makers who do not reduce their own steel are expecting the mills to make a re-adjustment in their running sheet bar contracts because of the reductions forced in sheets. In contrast to this position, tin plate makers are holding their own market firm and are desirous of having the price on sheet and tin bars continue unchanged in order to avoid any re-arrangement of their own contracts already locked. In billets, the nominal market is now ruling above steel bars.

Independent sheet manufacturers at a meeting in Pittsburg Tuesday, determined to clear the situation in their product, and announced reductions of from $2 to $5 in block sheets, $4 to $6 in galvanized, and $2 to $4 in corrugated roofing.

METAL NOTES.

An attempt was made the night of March 2 to blow up the boilers of the Canada Iron Furnace Co.'s smelting works at Midland by shutting off the water supply pipes. The police are investigating.

The New York Central Railroad will this year buy 101,000 tons of steel rails, The Algoma Steel Co., Sault Ste. Marie, Ont., will supply 5,400 tons, presumably for betterment use on the Michigan Central road in Ontario, especially in connection with the tunnel under the Detroit River at Windsor.

HARDWARE TRADE GOSSIP.

Ontario.

The Reid Foundry and Machine Co., Ingersoll, have assigned.

Geo. Robinson's hardware store at Weston was burned recently.

T. W. N. Clements, tinsmith, Chatham, is retiring from business.

W. O. Reid, of Reid & Wilson, hardware merchants, Seaforth, is dead.

The estate of N. Emsur, Kirkfield, are advertising his tinware business for sale.

The McGlashan Clarke Co.'s cutlery works at Niagara Falls were damaged by fire recently.

The Prescott Emery Wheel Co., Prescott, has increased its capital from $25,000 to $35,000.

The McClary people will instal a sprinkler system in their London south end stove works.

Paulin & Munn, hardwaremen, Ripley, have dissolved partnership. Mr. Munn will continue the business.

S. H. Alexander, buyer for Wood, Vallance & Co., Hamilton, leaves this week for Florida, where he intends taking a few weeks' rest.

Geo. B. Haynes, hardware merchant, Gananoque, who a few weeks ago had the misfortune to fall on an icy path, is able to be out again.

J. R. Hambly, Barrie, visited Drayton this week to attend the celebration of his father's 90th birthday. Mr. Hambly called at the Toronto office of Hardware and Metal on his return on Thursday.

Freeman Jameson, clerk with the St. Mary's Hardware, while using a crowbar under a heavy case of zinc plate a few days ago let fall the crowbar, which fell heavily on one of his feet severely crushing some of the toes.

Architect Chas. Mills, Hamilton, has completed plans for a large store building to be erected on John Street South in that city. The building will be commenced in the spring, and will be occupied by the Mills Hardware Company.

E. W. McClung, hardware merchant, Elk Lake, and formerly with E. T. Walker, Cobalt, was a visitor in Toronto this week. Mr. McClung has taken in nine cars of goods this winter and he is enthusiastic about the prospects in Gow Ganda next summer.

The following contracts were awarded for the $40,000 warehouse being erected at 40 Queen Street East, Toronto, for the Vokes Hardware Company, Yonge and Adelaide Streets: Masonry, H. N. Dancy & Son; carpentry, E. G. Powell; tinsmithing, A. B. Ormsby & Co.; steel work, Reid & Brown; plumbing and heating, Fred Armstrong Co.; elevators, Parkin Elevator Co., Hespeler, Ont. The building will be of mill construction, with brick foundation, felt and gravel roof, hardwood floors, open plumbing, steam heating, etc.

Quebec.

J. W. Parrish, of the D. Moore Stove Co., Hamilton, has been visiting Montreal.

A meeting of creditors of P. Tufts, hardware merchant, Fairfax, Que., has been held.

Caverhill, Learmont & Co Montreal, hockey club defeated Henry Morgan, Colonial House, team at the Arena, Montreal, by 5 goals to 0.

W. J. Lough, of the Coulonge Hardware Co., Fort Coulonge, has been visiting Montreal hardware circles.

C. A. Lusby, secretary of the Amherst Foundry Company, Amherst, N.S., has been on a visit to Montreal.

J. A. Cochrane, representing Frothingham & Workman, Montreal, in the Ottawa Valley and New Ontario, has been visiting headquarters in Montreal.

Ambrose L. Kent, of Kent & Turcotte, accountants, of Montreal, who started in Montreal as a clerk in a hardware store, died this week at the age of 66.

David Madore, the French wholesale carriage hardware merchant of Montreal, died last week at West Palm Beach, Florida, where he had gone to recoup his strength after a severe attack of pleurisy. Mr. Madore was born in 1853 at Ste. Anne de Bellevue, and founded his business more than 30 years ago.

The Canadian Sales Company, manufacturers' agent, of 107 St. James Street, Montreal, have a large number of agencies, including the cutlery lines of Seabrooke Bros., London, Eng.; the Rockingham Works, Sheffield, Eng.; E. J. Partridge, Birmingham, Eng.; Apollo Safety Razor Company, Paris, France; the Seabrooke Safety Razor, London, Eng.; Gem Cutlery Company, New York; the Imperial Safety Razor Company, New York, and the National Safety Razor Company, New York. In gas and electric fixtures, the following firms: the Universal Gas Appliance Company, London, Eng.; G. M. Boddy & Sons, London; A. P. Lundberg & Sons, London. In machinery and hardware, the Scarlmont Glass Works, Belgium; Crosier, Stephens & Company, Newcastle-on-Tyne, England; Burrell Rock Drill Company, Belleville; Indestructible Paint Company, London, Eng.; Muntz Metal Company, Birmingham, Eng.; Consolidated Manufacturing Co., Hartford, Conn.; Constantine, Craeis & Co., London, Eng.; L. B. Gaylor Auto Safety Razor Blade Sharpeners, London, Eng., and Lepay Fils, Charleville, France.

Western Canada.

J. B. Warkentin, ex-manager of the Bank of Hamilton, Morden, Man., has entered the employ of the Winkler Hardware Co. at that place.

Anderson & Thomas, hardware merchants, Winnipeg, have assigned.

H. Alanson, Vancouver, has sold his hardware business to G. R. Baird.

Walton & Cleave's hardware store at Carman, Man., was badly scorched by fire recently.

Among the new business arrivals at Zealandia is A. S. Worthen, who is building a hardware store and furniture warerooms on 1st Avenue.

Wm. McCrimmon, of Fell & McCrimmon, Stonewall, Man., has accepted a position with the Capewell Horse Shoe Nail Co., as traveling salesman in Alberta.

SALESMAN WANTED.

HARDWARE SALESMAN WANTED—A man capable of doing business with jobbers direct from the factory. State age and experience; must be furnished with very best references as to habits. Box No. 809, HARDWARE AND METAL, Toronto. (12)

Trade News From Atlantic to Pacific

Maritime Provinces

St. John, N.B., May Get New Scale Factory—Costly Bridge to Be Built—Fire at Bathurst, N.B.

ST. JOHN.

March 3.—A fire at Bathurst on Feb. 23 did damage to the extent of about $25,000. The office and warehouse of the Lounsbury Company, general store, owned by Simon Holdengraber and J. P. McTomney's plumbing establishment were practically destroyed. Lounsbury Company's loss was covered by $12,000 insurance, McTomney had $800 on his stock and Holdengraber's loss is placed at about $10,000, without insurance.

Engineer F. W. Holt, who was engaged by a special committee of the city council to prepare plans for a bridge across the St. John harbor has submitted his plans, which provide for a steel bridge on concrete piers. Provision is made for steam railway tracks, electric railway, teams and foot passengers, on a double-decked structure with a rolling draw. The cost is estimated at about $700,000.

Jess F. Hinck, secretary of the Farmers' Friend Scale Company, of Minneapolis, Minn., has been in the city for some days and is organizing a company to manufacture farm scales for which his company holds patents. The scales are attached to a farm wagon in a few minutes and the entire load is weighed. Mr. Hinck says he has secured the support of several local business men to finance the company and a local concern will make the scales. W. E. H.

HALIFAX.

March 1.—There has been some improvement in trade during the past week and conditions are much brighter generally. The wholesale hardware jobbers report that trade is looking up, and collections have improved somewhat, although in some sections of the country money is still very tight. For a few days there was a break in the price of wire nails, but the manufacturers got together and restored the price to its former figure. Some of the manufacturers claim that there will be a sharp rise in the price of this commodity in the near future. When the spring opens up it is expected that business will boom. Already there is considerable activity in building operations at the north end of the city, particularly in the residential sections. The Silliker Car Company's shops are working full time, and it is understood that they will shortly be compelled to put on a double shift so as to keep up with their orders.

Hon. Christopher Chisholm, Commissioner of Public Works for Nova Scotia, is asking tenders for the instalation of a heating system in the new technical college at Halifax. The contract will be a large one, and the tenders close on March 5.

The committee in charge of movement for a Children's Hospital at Halifax have accepted the tender of Walter Lownds, contractor, for the building. The contract price is $15,057, and the building will be completed during the coming summer.

Officials of the Halifax and South Western Railway and the Canadian Iron Corporation visited the mines at Torbrook, on the Bay of Fundy, and at Port Wade. It is reported that a spur line will be built from the mines to the railway line and ore shipped to Europe via Port Wade. Extensive loading facilities are to be erected at the mines and at Port Wade to handle four or five thousand tons of iron ore a week.

The deciding of the big industrial lawsuit in favor of the Dominion Iron & Steel Company, will mean much to Sydney, and business is already beginning to feel the forerunner of good times. As already stated by President Plummer, the output of the plant will be increased and a larger number of men given employment. He says that the present year gives every prospect of being the most profitable in the history of the country.—J. H.

Province of Ontario

London Traveler Buys a Retail Store—Presentation to Lady Clerk at St. Thomas—Dresden Retailers Adopt Early-closing — Brantford Industries Expanding.

OTTAWA.

March 3.—Trade has not improved a great deal during the last week, although there seems to be a fair demand for builders' hardware.

W. A. Rankin has a novel and exceedingly useful screw cabinet in his new store. Screws of any size are at immediate command. His store is not yet fully laid out as regards inside arrangement, but by spring some changes will be made which will improve appearances and facilitate business.

The National Mfg. Co. are opening up a retail showroom on Bank St. for the sale of their stoves and ranges. A good line in on view.

Some nice contracts were placed by the civic committees. The plum of the lot was that for cast iron pipe, which was landed by T. S. Kerby & Co., at $15,065.10. McKinley & Northwood secured the lead pipe contract and the James Robertson Co., Montreal, the contract for brass goods.

During February considerable activity was evident in real estate, which fact is proven by the registry office record of transfers which number 105. Residential properties were the chief ones enumerated, but some business sites were also tabled.

New tenders will be called for in connection with the proposed grand stand for the exhibition grounds. The structure, as now conceived, will combine fire and police stations and the estimated cost is $85,000.

The Ottawa Retail Hardware Association held its monthly meeting last evening, no business was called and the members present enjoyed a game of euchre. It is proposed to keep a tally of the points scored by the individual players who draw their partners each night, and a prize will be awarded those with the highest score at the May meeting of the association.—G. E. M. H.

HAMILTON.

March 2.—The retail hardware merchants report during the past seven days the greatest sale of door locks and chains in the history of their businesses. This is due to the sensational murder here last Thursday of Miss Ethel Kinrade, in her own home, supposedly by a tramp. Excitement over the horrible crime has been so intense and the people have been so impressed with their own danger that for several days there was a veritable run on the hardware stores. Several ingenious peddlers arose to their opportunity and sold door chains along the streets adjacent to that on which the murder took place. They did a land office business. The demand is dying out now, however.

It has been definitely announced that the Canadian Westinghouse Company has been awarded the contract for about a third of the work of building and equipping the transmission lines and power stations for the Hydro-Electric Commission. The contract will amount to about $300,000, and will consist of the fitting up of power stations at Niagara Falls and Dundas, and all high tension switches. The letting of this extensive contract to a Hamilton concern will be of the greatest importance to the workmen and business men of the city.

J. C. McCarty, of Brooklyn, N.Y., president of the Canadian Tool & Shovel Company, visited the plant in this city last week. He was accompanied by his son, E. W. McCarty, who is a director of the company and his brother, Right Rev. Monsignor McCarty. They are interested in asbestos mines in Quebec, and came west to visit their interests here after which they returned to New York.

A. F. McCallum, of Toronto, has been appointed City Engineer, in succession to E. G. Barrow, who has been made consulting engineer.

The Board of Education is confident that the Department of Education will build the proposed technical college for Ontario in this city. The Government intends spending $1,000,000 on the building wherever it is erected.

A very important real estate transaction took place this week involving the purchase of the old Central Church property for manufacturing purposes. W. A. Stewart, architect, bought the building of which only the walls remain standing. He intends to convert it into a building in which space can be rented to industries just starting up or testing the market, and which do not want to risk putting up buildings. Hamilton has lost a number of important industries because of the scarcity of vacant buildings suitable for the purpose, and this will fill a long felt want. The building will be fitted up with shaftings and other necessaries.—D. L.

ST. THOMAS.

March 2.—Geo. W. Brown, senior member of G. W. Brown & Son, hardware dealers, contemplates a visit to the Pacific coast in the near future.

Ingram & Davey have completed their contract of putting on metallic ceilings in the Oddfellows' hall. W. Rose, the foreman in charge of the work, is being congratulated on the workmanship of the job.

W. W. Cadman, who recently sold his business to Meecham Bros., is devoting his time to chickens. He is secretary of the poultry association.

W. J. McMurtry has announced that their business here will be carried on under the name of the McMurtry Hardware Co.

The Board of Education decided at their last meeting to pay the claim of $1,200 to the Jas. Smart Co., Brockville, for the Kelsey hot air system put into the Balaklava Street school. The amount was held back in order to have a test in cold weather, but as prospects are that the very cold weather has passed, the board decided to pay the claim.

The directors of Ingram & Davey Limited, met Thursday evening, and elected the following officers: G. A. Ingram, president and treasurer; G. W. Davey, vice-president and general manager; G. A. Ferguson, assistant manager; E. A. Davey, secretary. It was decided not to offer any stock for sale at present.

Foster Cook, the Ross Street plumber, has taken an Aylmer young lady into partnership for life.

Mrs. E. T. Bromell, who has for several years had charge of the housefurnishings department of Ingram & Davey's west end store, resigned last week, and was married on Feb. 22 to John Savigny, a M.C.R. engineer. The firm and fellow employes took the occasion to present her with a case of pearl-handled knives and forks, as a token of the high esteem in which she was held by them.

The Port Stanley fishing fleet is being overhauled getting ready for the coming season.

H. C. Timmerman, one of the foreign representatives of Thomas Bros., who lately returned from a year's trip to South America and the West Indies, left last week on a two-year's trip to South Africa, Australia and New Zealand.

A merchant in talking about prospects for this year said, "If the farmers of Elgin county have any wheat in their barns at present, will have no occasion to ask for credit at the prices they are being offered, but few are selling. This ought to be a banner year for wire and wire fencing."

G. A. F.

BRANTFORD.

March 2.—It is understood that the American Radiator Co., who have leased the factory on the canal bank formerly occupied by the Cockshutt Plow Co., and who have not been very active at their Brantford branch, will strongly develop it from now on. It is stated that they intend to purchase the present buildings outright, and contemplate improvements totalling about $50,000. A number of the Brantford shareholders of the National Portland Cement Co. were in Toronto last week, attending the annual meeting of the company.

The Westrumite Paving Co. have secured three contracts for paving amounting to $520,000. They are in East Chicago, Mt. Clemens, and Mt. Pleasant, Mich.

The trustees of S.S. No. 18, Township of Brantford, are considering plans for a new school which they intend building this year.

W. S. Brewster, M.P.P., South Brant, is introducing a bill into the Legislature which proposes to make insurance companies liable for damages caused by gas explosions. This will meet with the approval of all merchants in this and other cities where natural gas is used, and where there is, accordingly, a liability of explosion.

There was a splendid turnout on the Grand Valley Radial Railway on Saturday, many taking advantage of the February excursion rates to Brantford. These excursions have been so well patronized, and have gained such favor, that they will be continued through March. The local hardware merchants report that they received a good share of trade as a result of these excursions.

The Sanderson-Harold Co., Paris, manufacturers of refrigerators, screen doors, etc., whose factory was burned down in December last, will remain in that town. They ask that the council grant them a guarantee of $25,000 of their bonds, a request that will probably be complied with. The company will rebuild, setting up a factory to cost $45,000, and will employ half as many hands again as before the fire, with a probable increase to double the capacity in the near future.

Members of the local Orange Order have raised $5,000 for the erection of a new hall.

T. A. Cowan and Company, plumbers, secured the contract for sewer connections at the St. Joseph's schools.

The Niagara Veneer and Basket Co., recently organized, with $100,000 capital, is looking for a site in the Niagara peninsula.

The Brantford Street Railway Co. have deposited the $25,000 guarantee with the city treasurer, according to their agreement with the municipality. This means that they will spend $3,000,000, in two years, in additions and improvements, all of the main streets of the city to be done within four months from May 1.—A. W.

CHATHAM.

March 2.—Hardwaremen all down the line are taking an optimistic view of present trade and future prospects.

"The fine weather is causing trade to pick up and prospects are good for spring business," remarked A. D. Westman, of Westman Bros. "Building among the farming community bids fair to be much ahead of last year."

"This has been a better February than any other February in our history," remarked Ed. Wanless, of the J. C. Wanless firm, "and it's 50 per cent. ahead of last February. Better still, there has been a big increase, in cash business. Best of all, the prospects are exceedingly good."

Every indication points to the fact that there is plenty of money in the country, where there was very little last year. Farmers are in many cases paying spot cash, which shows that good crops have had their effect.

Claude and Hillyard Bragg, formerly associated with their father, the late J. H. Bragg, in the hardware and implement business, which they have since been carrying on, left this week for Cuba. One of them will return shortly, it is expected, to resume charge of the business.

A. D. Westman is taking hold of the presidency of the Retail Merchants in energetic fashion, and will spare no effort to make the next meeting on March 9 a rouser. Barrister J. G. Kerr has been secured to give an address on commercial subjects from the legal point of view, besides which there will be other interesting items for discussion, including a consideration of the best method of coping with delinquent debtors.

Early closing has scored an advance in Dresden, both the local hardware firms, Wells & Wells and J. B. Carscallen, having agreed to close their stores on Monday, Wednesday and Friday evenings of each week at 6 p.m. The agreement went into effect on March 1. This is one of the results of fraternizing with each other at the recent Retail Hardware Convention at Hamilton.

E. S. Hubbell & Sons, of Thamesville, have added another new machine to the equipment of their plumbing and tinsmithing department.

Commencing April 1, the Wallaceburg Electric Light Company will put on an all night service and instal meters with all their customers. They are also improving their plant.

Orval Hubbell, the Thamesville hardwareman, visited in Lansing, Mich., last week.

The new opera house at Leamington, now being constructed by Jos. Henry, will have an electric lighting plant of its own, using 200 lights for the front and interior of the building.

What is described as the "secret" of brazing cast iron has been discovered by a Chatham machinist, who claims that till the present time the work has never been successfully performed.

The Amherstburg Iron Works is again running full blast with a large force of men. Messrs. Woods, the proprietors, have installed the old waterworks boiler to provide steam for their new engine.

The Tilbury Iron Works, owned by R. J. Clements, suffered from a bad fire last week, which caused damage to the extent of about $500. There was no insurance. A defective gas mixer was the cause.

T. G. Johnston, the Ridgetown implement man, has taken the agency for a new gasoline lighting system, which is now in exhibition in his implement shop. Several business places are installing the system.

Nelson Wake, of the Wanless hardware staff, has resumed his duties after a month's illness.

Letters patent have been asked for the incorporation of the Chatham Wrench Co., Limited, with a capital of $10,000, for the manufacture of a newly invented pipe wrench, for which the company has the exclusive British and Canadian rights. Those interested are W. D. Sheldon, R. J. Gardiner and R. L. Brackin, of Chatham, and M. S. Ewen, of Detroit

Ed. Mackness has secured the contract for the plumbing of Westland Gregg's new house on Sheldon Avenue.

The Western Ontario Brickmakers' Association held its annual convention in Blenheim last week, when it was decided to petition the Provincial Government to provide a technical school for clay work in Western Ontario. The following officers were elected: Honorary President, Adolphe Whelan, Rodney; President, John Milner, Kingsville; First Vice-President, A. W. Hill, Essex; Second Vice-President, John Wardell, Blenheim; Secretary-Treasurer, A. Whelan, Cairo.—W. E. P.

LONDON.

March 2.—Locally the hardware trade is as yet hardly what dealers would have it. Nevertheless, all are still looking forward to a substantial revival as soon as spring sets in.

An important business deal is reported this week. J. E. Young, traveler for the Hobbs Hardware Co., for the past eight years, and for ten years in Westman's retail store, has purchased the stock and good-will of the McMurtry Hardware Co., on Dundas Street. G. A. McMurtry will continue to reside in St. Thomas, though in what line of business he will engage he has not yet decided. Mr. Young takes possession on March 15.

A number of local men have, it is understood, formed a company to establish machine works in the east end, and their plans will be made public shortly. A site has been selected along the G.T. R., and when the concern is started in operation it will give employment to a goodly number of hands. The promoters will, of course, expect to share in the city council's proposition to lay aside $100,000 for the purchase of free sites for manufactories, provided that proposition gets the approval of the Legislature, which, in view of the strong opposition which has developed, is none too certain.

Ex-Mayor Rumball and A. E. Welch, promoters of the North Midland Railway, an electric line, which is to run from London to St. Mary's and Stratford, and to whose efforts is due the fact that the Southwestern Traction line is now an accomplished fact, met the Board of Trade on Friday evening and outlined plans for this latest undertaking. The idea is to make the Traction and North Midland part of a radial system to branch out from London, and the gentlemen named succeeded in demonstrating to the board the fact that such a system would be of incalculable benefit to London and surrounding towns. As soon as the board has been provided with the details of this new project it will give it its endorsation, probably asking the city council to aid it with a guarantee of bonds.

J. E. YOUNG, LONDON.

Though little has been heard of late concerning the project to pipe natural gas from the rich Port Dover field, it must not be supposed that it has been allowed to drop. As a matter of fact, the company is in hope of beginning the laying of pipes early in the coming spring. Parties in this city and Toronto have been interested in the proposition, and any day may find the company in possession of funds sufficient to go on with the work.

F. T. Y.

British Columbia.

Tenders Wanted for Public Works—Cheap Gas Produced by New Invention—Construction Work Going On.

VANCOUVER.

February 27.—Allan Purvis, superintendent of the C.P.R. at Nelson, was in the city this week and speaks very encouragingly of the prospects for the coming summer in the Kootenay. Mining is looming up exceedingly well, which means good general business, and lumbermen anticipate improved conditions. Never before have conditions been so roseate than at present.

On the coast everything points to better business all the way through. None of the business men have complaints to make, and the fact that there is much money going into real estate shows that people have it, and if that sort of prosperity is rather effervescent, the activity tends to circulate money and to promote business generally.

Walter Thomas, for years manager of the Vancouver Gas Company, has on exhibition this week for demonstration purposes, a small model of his invention to make gas out of any old refuse that will burn. At present he is using wood, of which there is an amount daily being burned at the saw mills in the city sufficient to light Vancouver and furnish power for all its industrial establishments. At 1229 Granville Street, Mr. Thomas has a small woodpile in the back yard, while inside the building the gas is generated in what looks like a series of big coffee pots. Power is provided to operate a 7 h.p. Crossley engine, and a 3 h.p. dynamo generates the electricity for the light. By this method gas can be produced for less than 50 cents per thousand feet, as against $1.35 per thousand from coal, without taking into account the by-products, such as tar, turpentine, ammonia, etc., that are recovered as the process goes on. The apparatus now on exhibition will be displayed at the Alaska-Yukon-Pacific Exposition during the coming summer.

Albert Adams has been awarded the contract for the concrete bathing house to be erected at English Bay by the city. His price is $24,600.

J. S. Heyler, E. W. MacLean, J. W. Weart and the other owners of a lot on Hastings Street, between Cambie and Abbott, in the centre of the business portion, are having plans made for an eight-storey building, which will cost $65,000. The stock exchange will have a floor in this building.

Permits for the past week amounted to $80,260 in value, the number being 43.

D. A. Roberts, of this city, is in Nanaimo installing a plant for the Imperial laundry. This plant will be one of the most modern on the coast.

The Blue Funnel liner, Keemun, which has arrived, brought 3,000 tons of steel rails from the Old Country for use on the Chilliwack extension of the B. C. Electric Railway.

Hardwaremen Bigger Than Their Business

Experiences of Men Establishing One Of the Early Businesses at Fort William—A Hardwareman Who Took an Active Part in Securing a Water System for His Town.

The hardware firm of J. & T. M. Piper is one of the few business houses of Fort William which have retained their identity unchanged since the early days of the city, having been established in 1896, and continued under the same management for over twenty-two years.

Of the two brothers who are the sole members of the firm James Piper came to Canada as a child with his parents thirty-five years ago, the family taking up their residence in Wardsville, Ont., and in 1884 he came west to Fort William, where an elder brother was already located, and under him commenced his apprenticeship to the tinsmithing business, returning east after a short time and completing his trade in London. The younger brother, Thomas M. Piper, was born in Wardsville, being a native-born Canadian, and moved with his family to Fort William at the age of eight years, and was educated there, and also got a thorough grounding in the hardware business on the retail side from the delivery wagon to the purchasing department.

In those days Fort William was entirely confined to the portion of the city now known as Westfort, and was little more than a flourishing village community, the railway terminals not having as yet been moved east to the mouth of the Kaministiquia River, and the experiences of those days were amusing, and among Tom Piper's first business essays as a boy, was the peddling of coal oil, with a dog sleigh, hiring the dog from an Indian on the Mission for a gallon of oil at 15 cents.

In 1896, by which time he had saved up a little capital, T. M. Piper saw an opportunity of going into business in the east end of the town, which had by that time assumed the greater importance as a business center, and had put the west end completely in the shade. He sent word to his brother to join him in the new venture and the firm was established by mail and wire, and the partner on the ground proceeded to rent a small store and order a stock in keeping with the size of the building. The doors were opened for trade on Nov. 20, 1896, and the firm still has the old books showing the volume of daily business, which seems absolutely ridiculously small in the light of present-day experience, the first day's cash takings being $5.50. This was a very fair day's work in the light of some later days, when the cash receipts totalled as low as 65 cents.

From this small beginning the history of the firm is one of steady success, attained by hard work, business methods and rigid economy, and their comfortable homes, holdings of city property, as well as the immense stock carried by the firm to-day afford solid proof of the prosperity which they have earned.

Early in the following year James Piper joined his brother, and they moved into larger and more expensive quarters, which they still occupy, although they have since enlarged and extended many times, giving a large retail store and big workshop, with considerable space adjacent for warehouse and storage purposes. James Piper being a thoroughly practical mechanic, took charge of workshop and his brother handled the retail store exclusively, and their firm has been connected with the erection of many of the finest buildings in the city, on which they have secured the contracts for sheet metal work, metallic or slate roofing and all other work that was in their line. A branch line of plumbing was at one time opened, but this was later abandoned in favor of firms who made this their exclusive business.

JAMES PIPER, FORT WILLIAM

The record of this firm is a bright example of the possibility of building up a big and flourishing business from the smallest commencement, when both members of the firm had a single eye to the success of their joint undertaking.

James Piper is the only one of the two brothers who has taken a prominent part in municipal affairs, having served for three years on the commission which handles the city's utilities, where his practical knowledge has been of great service. Although the press of business at times was such as to render it very inconvenient for him to devote the time required to public affairs, he has never grudged it in order to help the city in its handling of municipally owned utilities, and he took a very prominent part in promoting the plan which is now approaching completion, of tapping Loch Lomond, a lake 350 feet above the city level and securing a permanent supply of pure water with ample gravity pressure to serve for domestic and fire service.

W. S. Piper's Store.

The hardware firm of W. S. Piper is the oldest established of any of the business houses of Fort William, having been in existence continuously from 1884. W. S. Piper, the head of the firm, is the eldest of the five brothers of the name who have all become intimately identified with Fort William and the vicinity, two of them being also in the hardware business under the firm name of J. & T. M. Piper, and another being in a hardware and general store business in the west ward of the city. Mr. Piper opened out in business in the west end before the east end was inhabited and shortly after opened a branch in the Town of Port Arthur, under the management of his brother, H. M. Piper. This branch was just becoming a flourishing portion of the business when it was destroyed by fire and the building and stock were a total loss. In 1889 the C. P. Ry. Co. having moved their works and yards to the east end, the pioneer hardware firm followed suit and opened a small store on Victoria Avenue on the site now occupied by their present buildings. H. M. Piper continued his connection with his brother's business and Robert S. Piper also joined the firm continuing with it until he established himself in the west end a few years ago when the arrival of business in that portion of the city was effected by the entry of the Grand Trunk Pacific Railway into Fort William.

All three of the brothers being practical mechanics as well as good business men, they were able successfully to carry on business at a time when the condition of affairs in Fort William was at the lowest ebb, being prepared to take the fullest advantage of the prosperity which has prevailed for the past decade.

Their buildings, of the interior of which the accompanying illustration gives a view, now cover their entire property, 50 by 150 feet, with an additional warehouse across a lane 100 feet square.

The firm, in addition to the retail business which has grown to very large proportions, carries on an extensive business in contract work, and has established a good reputation for the instalation of heating plants. They also handle a large quantity of heavy building material and contractors' supplies, especially in such hardware as is required in the lumbering business in the surrounding district.

W. S. Piper, whose name is that under which the firm does business, has to some extent retired from the active work of the firm, leaving the details of management to Hugh M. Piper, and has many other interests which occupy his attention. He has been identified with several of the enterprises which have helped to build up the city, notably the

Fort William Brick & Tile Co., which was the first firm to make a practical success of brick-making from the beds of clay which underlie a large portion of this district. The beautiful red brick, first manufactured by them, is one

Interior of J. &. T. M. Piper's Store at Fort William.

of the first features of the building that catches the eye of the stranger who visits Fort William. He was also among the first to demonstrate the possibilities of agriculture in the country surrounding this city and for many years the Piper farm in the Slate river valley, about 12 miles from town, has been one of the show pieces of the district.

H. M. Piper, on whose shoulders the active management of the hardware business rests, has been most actively identified with the volunteer fire brigade of which he has been chief since its commencement. He gained his early experience in London, and under his management the fire brigade has reached a state of efficiency that is rarely equalled among volunteer organizations. He has had to deal with several fires that threatened to sweep over thickly built up sections of the city, and can point with pride to the fact that Fort William has never been visited with a conflagration that he was unable to control and confine within very limited area.

TAX ON TRAVELERS.

This Has Been Eliminated in Prince Edward Island—Still in Force in British Columbia.

A Bill has been passed by the provincial government of Prince Edward Island repealing the tax on commercial travelers which yielded a revenue of about $8,000 annually. The tax on travelers amounted to a yearly fee of $20. The opposition offered no objection to the measure. Although this bill was passed last week it will take effect from Jan. 1st last.

There was considerable unfavorable comment, according to a despatch from Charlottetown, from the mainland press and the passing of the measure did not tend to make the Island popular with the large business houses.

The government has, however, pursued the proper course in repealing the tax so that Prince Edward Island can stand on the same footing as most of the other provinces of the Dominion.

There is no tax imposed in New Brunswick, while in Nova Scotia there is no provincial law imposing a tax or fee, but power is vested in most of the incorporated towns to impose such a tax. Neither Ontario nor Quebec assess the traveler and the same may be said of Manitoba and the other western provinces with the exception of British Columbia.

In British Columbia no commercial traveler, agent or other person not being a resident of the province can solicit orders for goods to be imported into the province without a license therefor and paying the prescribed fee. Every commercial traveler soliciting orders for liquors or cigars, or both, to be imported into British Columbia must pay a license of $100 every six months. For those soliciting orders for any other kind of goods, wares or merchandise for importation the fee is $50 for every six months.

It is time the far western province was falling in line too and eliminating the tax on the commercial man and no doubt it will soon come to this.

MRS. McGREGOR'S NAIL BOX.

A plain practical article always gets a good call in the hardware business and one of the best examples lately on the market is Mrs. McGregor's family nail box. This creation embraces a neat box in which there are 500 nails of all sizes. The idea is to have a nail for every useful purpose and the box is certainly unique. These boxes should be in great demand at this season, as householders are after just such ideal conveniences.

AMERICAN STOVES IN WALES.

It is reported that American stoves will find a ready market in Wales if a proper effort is made to develop the trade. Swansea is in the very heart of the anthracite coal field, but stoves suitable for burning this hard coal are conspicuous by their absence. American stoves, if properly introduced, should find an excellent market, and once established would expand with the sale of the coals. They must be introduced by direct representatives who are expert at showing the advantages of American goods, and the appointment of local agents should at all times be quite a supplemental affair. At present anthracite coal is burned in open grates in thousands of homes.

Interior of W. S. Piper's Store at Fort William.

The Cart
Before the Horse

The calendar is all right in its place.

Its place, however, is not substitution for trade, magazine, or ordinary newspaper advertising.

The calendar as an advertising medium is supplementary only to these.

Even the circular letter ranks higher in importance.

If, after the proper mediums have been judiciously provided for, there is money to spare for artistic calendars which are designed to please, not to sell, well and good.

But don't put the cart before the horse in advertising.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENTS WANTED—Reliable hardware merchant wanted in every city and town in Canada to handle the Empire Light, "the world's cheapest artificial illuminant," (burns coal oil). An attractive and paying proposition. Write us to-day. THE EMPIRE LIGHT CO., Limited, Packard Building, Montreal. (10)

MANUFACTURER, hardware specialty wants agents for Ontario, New Brunswick, Nova Scotia, on commission. Selling wholesale and retail hardware trade. Box 802, HARDWARE AND METAL, Toronto. [12]

WANTED—Good live agent in Montreal, Toronto and Winnipeg to handle A1 line of hammocks which have been marketed successfully in Canada for some years. The line will be strongly advertised in Hardware and Metal. Apply, giving full information as to lines you now have, Box 796, HARDWARE AND METAL, Toronto. (10)

AGENCIES WANTED

Manufacturers of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

TRAVELER, experienced, wants two or three good lines on commission. Box 100, HARDWARE AND METAL, Winnipeg. (10)

MANUFACTURERS agent covering Canada desires to secure first-class lines suitable for the wholesale and retail hardware, railway and mill suppiy trade. Strong connection; highest references. Box H, HARDWARE AND METAL, Montreal. (10)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

TWO counters for sale, one ten feet long and the other sixteen feet long. The counters are in good condition, have oak top and panelled front, with two stools attached. Will sell for about half original cost. W. Walker, 1228 Yonge St., Toronto. (10f)

SECOND-HAND tinners' tools. For list apply to Box 807, HARDWARE AND METAL, Toronto. (12)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE BUSINESS FOR SALE in one of the finest farming sections of Ontario. Two railways. Stock about $4,500. Good reasons for selling. Address Box 782, HARDWARE AND METAL, Toronto. (11)

MACHINE SHOP and manufacturing business in city of Ottawa for sale or partnership. Apply to A. H. Edwards, Ottawa. (10)

WELL ESTABLISHED GENERAL HARDWARE BUSINESS in prosperous Manitoba town surrounded by excellent farming district. Stock about $8,000. A splendid opportunity. Apply Box 785, HARDWARE AND METAL, Toronto. (10)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

IF YOU are looking for a side line to add to your business there is none better than COLUMBIA GRAPHOPHONES, Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want, while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or someone else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. Toronto Phonograph Company, Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

IT PAYS FOR ITSELF—The money you are now losing because you haven't a National Cash Register, would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, Ont

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner lamps can be received by return mail by applying to our representatives or direct to THE PITNER LIGHTING CO., Limited, 36-38 Lombard St., Toronto, Ontario.

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

SMART young boy wanted to learn the hardware business. W. Walker, 1228 Yonge St., Toronto. (10f)

TRAVELER or experience in the Stove and Furnace Business for the Provinces of Quebec and New Brunswick. Must speak English and French. Address Box 786, HARDWARE AND METAL, Toronto, stating experience, salary, etc. (tf)

WANTED—Buyer and manager for cutlery and sporting goods department of wholesale hardware house. Apply, giving full particulars, H. 9, HARDWARE AND METAL, Montreal. (tf)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SITUATION wanted by practical tinsmith as salesman for stoves, furnaces, hardware, tinware, roofing, or paints and oils. Have been in the retail business. References. Box 803, HARDWARE AND METAL, Toronto. (10)

WANTED—Position as salesman for retail hardware. Eight years experience with good preference. J. E. Thomas, 662 King St., London. (10)

WANTED—A situation in office, by a thoroughly posted hardwareman, recovering from an injury to his hip, later on will be a first-class man in store. Address HARDWARE AND METAL, Box 808, Toronto. [10]

STORE FOR RENT

NEW STORE to rent in Galt, Ont., opposite the Post Office. One of the best locations in town. It is now under construction, will be completed the first of April, 1909. Size, 40 ft. front, 100 ft. deep. Fine basement under whole building. For particulars address J. C. Deitrich, Box 915, Galt, Ont. [12]

TECHNICAL BOOKS

ESTIMATING, by Edward Nichols, Architect.—140 pp. 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from $1,000 to $10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn $100 to $500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 288 NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Room 511, Union Bank Bldg, Winnipeg.

Winnipeg, March 2.—Another week's markets have come to an end and still the price of wheat soars. May wheat closed Saturday, Feb. 27, at $1.13½ or 4½ over the close of the previous Saturday and 10½ higher than it was at the first of February. Trading has been active all week; there has been much buying for export. There has been some active speculative buying and taking profits also and it is currently rumored that one of the most successful speculators of the week has been Hon. R. P. Roblin, premier of Manitoba. He is variously credited with a clean up of from $75,000 to $100,000 for the week.

There has certainly been a lot of money made in wheat this week. The advance in prices has brought about a noticeable increase of receipts and for the last few days they have been running about double what they were at the same date last year. This rather disposes of the theory that there was no more wheat in the country or rather that there was very little more.

One of the rather surprising things is that with the rapid advance in the price of wheat there has been no corresponding advance in the price of flour up to date, although prices have advanced in the east. Mills are all running full time and millers report a fair domestic demand and a moderate export inquiry.

Apart from the interest taken in wheat there has been little to mark the week.

The Legislature is in session and the two parties continue to belabor each other day after day with short intervals of attending to the country's business.

Monopoly Not Necessary.

The Grain Growers' Associations of Manitoba have presented a gigantic petition asking for the Government ownership of interior elevators and claiming that it is not necessary for the Government to have a monopoly in order to go into the business.

In the meantime companies with Dominion charters are quietly going ahead making preparations for a big season of elevator building.

The indications are that the British America Elevator Company will erect between 50 and 60 elevators in the Canadian West this year. It is known for a fact that they have placed orders for the machinery for a large number.

Alberta Pork Packing Report.

The commission appointed by the Alberta Legislature to inquire into the whole question of the wisdom of the Government establishing pork packing industries reported last week. The report is rather an interesting one, the commission appearing to have gone into the matter with very considerable thoroughness. Among the leading recommendations made were that the Government should erect a hog packing plant with a capacity of 300 hogs per day when a sufficient number of farmers were prepared to guarantee at least 50,000 per year to a plant. That the management take in the farmer's hog and pay for them up to 2-3 of the estimated value, and then at regular intervals when sufficient time has elapsed to place the product on the market, pay the producer the balance of the full value less the cost of curing and marketing, and a sum sufficient to pay local working expenses, also less one fourth of a cent per pound live weight to be applied for the creation of a fund for the purpose of paying back to the Government the original investment and interest and at the same time to allow shares to each patron equal to the amount paid into this fund by the assessment of the one-fourth of a cent per pound on his product.

In the matter of freight rates it was recommended that the total of all freight rates paid on the railways be subdivided and charged equally against each pound of pork supplied, and there be regular shipping days and that each patron bind himself to give all the hogs which he wishes to dispose of for packing to the plant, and failing to do so that he be subject to a fine not exceeding $2 per hog. The Legislature has not yet disposed of the report. The distance of Alberta from large markets and the desirability of placing the roughage of their farm on the market in the most concrete form together with the increased easy way with which pork can be raised in Alberta owing to the increase in butter making has led to the packing question being a very live one indeed.

Since then Alberta Legislature accepted and to some extent acted upon the report of the packing commission, there being an appropriation of $50,000 in the estimates for the erection of the first plant.

The working out of this attempt of Government ownership will be watched with keen interest all over the West.

Winnipeg Hardware Markets.

Wholesale hardware markets continue to be very steady here, there being no price changes of importance to record this week. While orders for future delivery are very much in excess of last year's, there is already a steady movement of goods to country points. That there will be an unusual demand for builders' hardware becomes more apparent as the season advances. A constant improvement is noted in trade conditions.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized, wire, 6, 7, and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSHOES—MRM and "Bell" iron, No. 0 to No. 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSENAILS—MRM, cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg base.

PRESSED SPIKES—¼x5 and 6, $4.60; 5-6x5, 6 and 7 $4.25, ⅜x6, 7 and 8, $4.10, 7-16x7 and 9, $4.00, ½ x 8, 9 10 and 12, $3.90, ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron, 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. copper; No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 10, 33c per lb.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ENAMELED WARE

The Most Complete Stock in the West : :

Book Your Spring Orders With Us : :

Wholesale Hardware **REVILLON BROS.** *Edmonton Alberta*
Limited

G. F. Stephens & Co., Limited
WINNIPEG AND CALGARY

The largest distributors of **BRUSHES** in Western Canada.
Jobbing Headquarters for

Whiting's Brushes
English Solid Back Horse Brushes
English Solid Back Scrub Brushes
Fine Varnish Brushes
Ridgley Trimmers
Paper Hangers' Tools

Write for Brush Book and Discounts

P.S.—We also ship all orders for Brushes the same day as received.

DO YOU WANT AN INVESTMENT

Which will NET you a yearly profit of from 50% to 75%?

$7,000.00 will buy an established Implement Business, which for the past few years has shown such Profits. Located in one of the most flourishing towns on the C. N. Ry. First class building most centrally located, and well assorted stock of "McCormick," "Cockshutt" and "Moline" goods, together with the agencies for the said well known and popular lines. OBJECT FOR SELLING—Other interests which prevent the present owners from giving this branch the necessary attention. For particulars apply to

Mr. G. M. McBRIDE, care Messrs. Geo D. Wood & Co., - - - WINNIPEG, MAN.

THE REAL VALUE OF A FURNACE SALE

is not as much the profit on one sale, but rather the number of sales you are sure to make in the future, when you place a reliable furnace—A furnace your customer will recommend to his friends

Let us help you to start right.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

ROPE—Sisal, 10¼; pure manila, 12¾; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise plain, 45c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26. $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33 1-3; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance, Primers, Canadian, $1.55; Americans, $2.00. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $17.50; 10, $20.00; 12, smokeless, chilled, English, $22.50; Canadian, $23; 10, smokeless, chilled, English, $25.00; Canadian, $22.50. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar Iron $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5.00. Lead pipe, $6.00.

SHEET ZINC—Casks, $7.50; broken lots, $8.00.

COPPER—Planished copper, 33½c per pound; tinned, 24c.

IRON PIPE—It is impossible at the present time to quote iron pipe prices with any approach at accuracy. Prices given below are nominal prices only, quotations considerably lower being obtainable: Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½. $10.75; 2, $14.40; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45; 4½, $52; 5, $58; 6, $75. Galvanized; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60 per cent.; nipples, 75; classified malleable fittings, 25; malleable bushings, 60; malleable unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4.00; 22 and 24, $4.10; 26,$4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20, $4.10; 24, $4.30; 26, $4.70; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.00; ½ box, $4.75; IX. full box, $9.00; ½ box, $5.75; IXX., full box, $13.00; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES—Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59 and 54c: Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 27c; medium castor, 26c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 22½c; f.o.b. Winnipeg, cases, $2.50.

PAINTS AND OILS — White lead, pure, $6.00 to $6.50, according to brand; bladder putty, in bbls., $2.40; in keys, $2.55; turpentine, bbl. lots, 65c. Linseed oil, raw, 66c; boiled oil, 3c per gallon advance on this price.

EDMONTON MARKETS.

March 4.—Barb wire, $4 per 100 lbs; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSHOES—MRM and "Bell," $5.15 base. In less quantities than 25-lb. boxes add 1c per lb.

HORSENAILS — M.R.M., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila. 15c.

BUILDING PAPER—Plain, 62c per roll; tarred. 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10 Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90 buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

RESUME OPERATIONS.

The Manitoba Rolling Mills, Winnipeg, resumed operations last week after being closed down for two months. The company will erect a new building during the summer.

NEW WESTMINSTER.

February 27.—Many of the large saw mills of this Province do a large business with machinery houses in Seattle, and in view of this it is well to note that a new edger installed in the Red Fir Lumber Company's mill at Nanaimo by the Schaake Machine Works, of this city, has given excellent satisfaction. When it is possible to produce the best of machinery in British Columbia, mills should patronize home industries.

VICTORIA.

February 27.—Tenders are being called by the Victoria city council for fifteen 12-in. double-gate valves, twenty 8-in. double-gate valves, twenty 6-in. double-gate valves. Valves to have two bell ends, brass faces and spindles and to turn from left to right. The nut on the head of spindle to be 1¼-in. square.

Tenders are being called by the Ladysmith city council for the construction of the sewerage system recently passed by the citizens.

Tenders are being called by the Dominion Government at Ottawa for heating apparatus to be installed in the public buildings about to be erected at Ladysmith. The building is to be of two storeys and basement. The basement is to be used for heating apparatus, etc.; the ground floor for a post office and examining warehouse, while the first floor will contain the customs house and caretaker's apartments. A lavatory and water-closet are also to be put in.

W. B. C.

NEW WHEELBARROW AGENCY.

The Meaford Wheelbarrow Company have secured the Canadian rights to manufacture the line of roller bearing wheelbarrows and concrete carts made by the Sterling Wheelbarrow Company, Milwaukee, Wis. These goods have been sold exclusively by Mussens, Limited, Montreal, but the Meaford Company intends to offer these to the retail hardware trade.

BELLEVILLE ROLLING MILLS.

The rolling mills and horseshoe factory at Belleville, which were recently taken over by P. J. Smith and D. S. Thornton, have been running steadily since the change in ownership, and the new proprietors report a very encouraging demand for "Bell" horseshoes.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Blacksmiths' Bellows.—Marks, Clavet & Dobie, Port Arthur, ask who are the principal makers of blacksmiths' bellows in Canada?

The Canadian Buffalo Forge Co., Montreal.—Editor.

List of Manufacturers.—Taylor Bros., Carleton Place, ask if there is a book published giving a list of the manufacturers of Canada?

Yes. By the Manufacturers' List Co., Montreal.—Editor.

"SANDERSON'S"
TOOL STEEL

"Always Reliable"

MACHINERY STEEL

Smooth and Iron Finish

A. C. LESLIE & CO.,
LIMITED
MONTREAL

ROSS BROS.
LIMITED
WHOLESALE HARDWARE

Your customers want

Baling Wire

We have a large stock
and solicit your orders.

EDMONTON, ALBERTA

The
Condensed Ads.
on page 55
will interest you

WHY *SHERWIN-WILLIAMS* Linseed Oil IS SO good

Messrs. Barry & Butler,
Allentown, P. Q.

Gentlemen:-

You wanted to know in your recent letter how we were able to make so much better linseed oil than the ordinary commercial linseed oil. This is how we do it:

Long ago we found it necessary to use a higher quality of linseed oil than could be secured on the open market if we were to continue the improvement of Sherwin-Williams Products. So we erected our own mills and set about to produce a superior quality of oil. We crushed only the choicest of Northwestern No. 1 flaxseed. Although the seed was carefully cleaned when we bought it we recleaned it ourselves to make sure that no foreign substances remained. We crushed the seed by the SCREW PRESS process (which we now control exclusively in Canada.) This extracts the oil at a much lower temperature than is usually employed, thus keeping in the cake the albumen and mucilaginous matter which usually finds its way into the oil, where it is detrimental. As a result S-W. Oil is much superior to the ordinary commercial linseed oil.

In order to enable users of S-W. Paints to get the best results from their use, we decided some time ago to give them the opportunity to secure S-W. strictly pure screw pressed Linseed Oil. You will find that S-W. Oil will make you many friends, especially among painters, who appreciate its exceptional quality.

Yours very truly,

C. C. BALLANTYNE.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: Toronto, Ont., and Winnipeg, Man.
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"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.

CAMPBELL'S VARNISH STAIN

The original and only real varnish stain for renewing all **Interior Woodwork, Floors** and **Furniture.**

We would like to tell you about the **Special Advertising Inducements** we offer with an order of these goods.

THE
Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Development.

The C.P.R. will build a grain elevator at Vancouver.

C. A. Ahrens will build a new and larger shoe factory at Berlin.

A joint stock company will erect a veneer mill at Mansonville, Que.

The Tent and Mattress Co., Saskatoon, are putting up a new warehouse.

The P.& O. Mfg. Co., Pittsburgh, contemplate erecting a branch factory at Hull.

The L. E. Waterman Co.'s pen factory at St. Lambert, Que., has opened for business.

Bentley & Marsh, makers of sporting goods, Niagara Falls, are erecting a new and larger factory.

The B.C.E.R. Co.'s shops at New Westminster, B.C., are very busy turning out cars for the line.

Kamloops, B.C., is on the eve of an industrial revival, a number of concerns contemplating building there.

Heintzman & Company, Toronto, have purchased a site for the construction of an extension to their factory.

Windsor civic authorities have offered a bonus to Cleveland interests to locate a gas plant machinery factory there.

The Western Canada Wood Pulp and Paper Co. is pushing on the construction of its plant at Quatsino Sound, B.C.

A $35,000 hydraulic placer plant will be erected on Ruby Creek, Atlin County, B.C., by Boston and Seattle interests.

The rolling mills of the Ontario Iron & Steel Co., at Welland, have been started again with a day shift of 60 men.

New Westminster, B.C., has offered the Canadian Northern Railway a free site for the erection of shops and repair works.

The Vancouver Milling & Grain Co., are rebuilding the mill recently burned at Vancouver. The new mill will cost $40,000.

The Transcontinental Railway Commission has advertised for tenders for the erection of the G.T.R. shops at St. Boniface.

All the machinery is on the ground for the new lumber mill of the Fischer Lumber Co., on the line of the Transcontinental Railway near Good Lake, Ont.

The Dominion Iron & Steel Co., Sydney, C.B., has resumed work in its rail mill after a close of some weeks. The N.T.R. is taking a great quantity of 80-lb. rails.

The Canadian Antimony Co. intend to erect a smelter and reduction plant at Lake George, N.B., and connect that place with the C.P.R. by building a 12-mile spur.

The McCaskey Register Company of Alliance, Ohio, has decided to locate its Canadian branch in Hamilton. It will manufacture account registers and other patented articles.

A number of branch factories of U.S. industrial concerns are anticipated to be built in Canada this year owing to the change in the French tariff, which compels U.S. manufacturers to pay the maximum rate.

The annual report of the Marine Department for the last fiscal year shows that the total number of new vessels built and registered in the Dominion during the year was 392, measuring 38,410 tons register, with a total estimated value of $1,728,450.

At the recent annual meeting of the Woodstock, Ont., Board of Trade, the secretary read a communication from the Russell Harvesting Machine Company, in which a plan was submitted for the erection of a large factory in that city. The citizens are asked to take up $25,000 of stock, and the company wants free light, water and taxes for ten years, or a free site. The company was recently organized to manufacture grain shockers.

Railway Development.

An elevated railway is proposed for Montreal.

The C.P.R. will enlarge their London yards this year.

The Soo line may build 250 miles of additional branches and extensions this season.

Toronto civic authorities may build a spur along Ashbridge's Bay at a cost of $90,000.

The Canadian Western Railway will open up southern Alberta by building a line from Calgary to Butte, Mont.

The G.T.P. Branch Lines Co. is applying for legislation empowering the company to construct 325 miles of additional branches in Alberta.

The Quebec and New Brunswick Railway is applying for authorization to construct a line down the St. John valley from Connors Station, N.B., to Centreville, Woodstock and St. John, passing through the counties of Madawaska, Victoria, Carleton, York, Sunbury and Kings.

The C.P.R. will rail the gap between Wynard and Lanigan, in Saskatchewan, the first thing in the spring, and construction on the line from Lanigan to Prince Albert located last fall, will be commenced early in the season and pushed to completion.

General Building Notes.

The Arlington Hotel, Sarnia, will be enlarged.

John Hayman will erect a large apartment house at London.

F. Fuller, Vancouver, will erect a $24,000 business block.

J. T. Hutson, Toronto, will erect an $18,000 block of dwellings.

P. A. Alder will erect two dwellings at Vancouver to cost $10,000.

John Garvey, London, will erect a five-storey grocery warehouse.

W. A. Clark, Vancouver, will build an apartment house to cost $20,000,

L. Mazza will erect a block of six dwellings at Toronto to cost $14,000.

S. R. Willinsky, Toronto, may erect a $25,000 dry goods store and office building.

New Masonic headquarters will be erected in New Westminster at a cost of $20,000.

The Canadian Express Company will erect a new express office at Sydney Mines, N.S.

The G.T.R. will next month begin the erection of a twelve-storey office block at Winnipeg.

Plans for the Quebec Bank's new building, to be erected at Montreal, have been completed.

Plans have been prepared for the new building to be erected at Three Rivers, by the National Bank.

C. S. Douglas & Co., Vancouver, will build a $22,000 apartment and store structure in the spring.

Rhodes, Curry & Co., Amherst, N.S., will erect a $30,000 bungalow at Argyle, N.S., for a Boston millionaire.

It is stated that the Royal Bank are contemplating the erection of a new building at Campbellton, N.B.

It is stated that W. A. Snelgrove intends adding 20 rooms to his hotel at Melville, Sask., early in March.

It is stated that the C.P.R. have plans for the extension of their hotels at Banff, Lake Louise and Glacier.

The Massey-Harris Company will shortly commence the erection of a distributing warehouse at Melville, Sask.

W. W. Cross proposes to erect an apartment and store building at Winnipeg to cost between $30,000 and $40,000.

J. F. Robertson, of Robertson & Cantwell, painter, Fort William, will erect a $25,000 office and store building in the spring.

Robins, Limited, Toronto, report the sale of property to a purchaser for the erection of a business block to cost $70,000.

It is stated that a company is being organized in Vancouver for the erection of a large residential hotel to cost in the neighborhood of $200,000.

Wm. Lyall, of Peter Lyall & Sons, Montreal, has purchased a large block of land in that city on which he will erect twenty semi-detached residences in the spring.

James Frederick has been awarded the contract for a large summer home to be erected on Jarvis Point, near Brockville, for Geo. C. Boldt, of the Waldorf Astoria, New York.

Property has been purchased by the National Bank for the erection of a large new building at Montreal. The present bank building there will also be considerably extended.

Public Buildings.

A $10,000 municipal hall is proposed for Estevan, Sask.

A new fire hall will likely be erected at Lethbridge.

An addition will be made to the Central School at Galt.

A new and larger immigration hall will be built at Calgary.

A $48,000 Baptist Church will be built at Calgary this spring.

THE ROOFING, CORNICE AND SKYLIGHT MANUAL

The Book consists of three articles:

TIN ROOFING—The Roofing Bench, Putting Tin Together, Soldering, Flat Seam Roofing, Standing Seam Roofing.

CORNICE WORK—Equipment of Country Cornice Shop, Taking Measurements and Making Patterns, Cutting Cornice Miters, Attachment of Eave Troughs to Roofs of different kinds, Manufacture of Round and Square Leaders and Making Simple Ornaments

SKYLIGHT CONSTRUCTION Ground Plan and Elevation of Skylight; Plan of Top Miters; Development of Curb, Ridge and Cap Miters; Pattern for Common Bar, Hip Bar and Jack Bars.

175 Pages *170 Illustrations,* *13 Plates*

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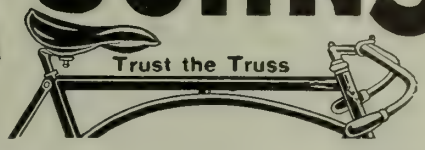


Truss Bridge Bicycle

Dealers

like to sell the Iver Johnson Truss Bridge Bicycle because it remains sold—proof against "come backs." Our **Agent's Proposition** is worth looking into, for the man who would make good money on a good proposition.

Riders

prefer it because it is the most durable because it is made of the best materials by the most skilled mechanics in the world. Costs moderately in the beginning, nothing for repairs if not mistreated, and costs least, therefore, in the end.

Send for Free Catalogue

It illustrates the 1909 models and shows why the Truss Bridge is so popular among dealers and riders. It is a text book on bicycles.

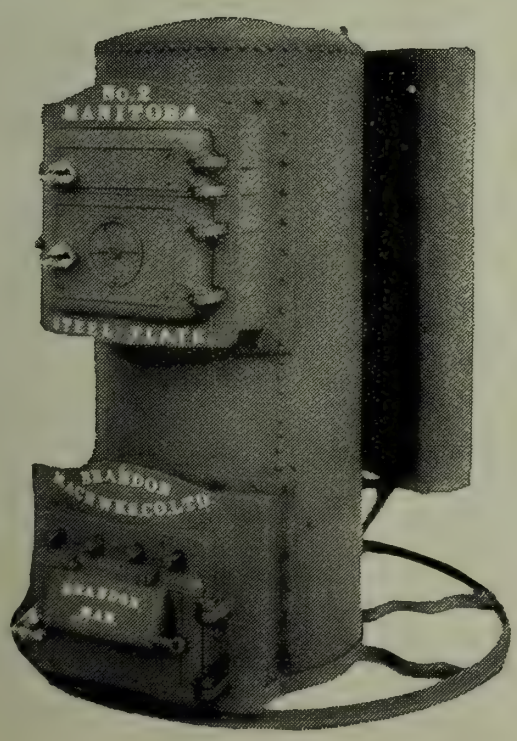
WRITE TO-DAY

Iver Johnson Arms & Cycle Works

Factory and General Sales Office: 330 RIVER STREET, FITCHBURG, MASS.

Pacific Coast Distributors: BAKER & HAMILTON, San Francisco, Cal. New York Office: 99 Chambers St.

Southern Selling Agents: HENRY KEIDEL & CO., Baltimore, Md.



We Want Agents

to sell the

Manitoba Steel Plate Furnace

We want a good hardware man in every town to handle our furnace. It will burn Souris and other soft coals mined in the West, and it will burn them economically. It is the furnace Western people have been looking for. If you are from Missouri, so much the better. Ask us and we will show you.

The consumer saves 25 to 40 per cent. on fuel when he uses the Manitoba.

The Brandon Machine Works Co., Limited

Brandon, Manitoba

A new public school will be built at Riverside, a suburb of Calgary.

An addition will be made to the Stratford Collegiate Institute.

It is proposed to establish a consolidated rural school at Burnside, Man.

The contract for the new children's hospital at Halifax will shortly be awarded.

Sir Lomer Gouin recently stated that a new court house would be erected in Montreal.

The congregation of St. Aidan's parish, Toronto, has decided to erect a new church.

A movement is on foot to raise $12,000 for the erection of a general hospital at Ingersoll,

It is proposed to build an addition to the Infirmary in Renfrew, Ont., at a cost of $25,000.

A new Catholic Church, to replace the one recently burned, at Bedford, Que., will likely be built.

The members of St. George's Church, Windsor Mills, Que., have decided to erect a new church.

The Jarray and Melick council is considering the erection of a new school building near Kenora.

A permit has been issued for the erection of Shea's new theatre, Toronto, at a cost of $260,000.

The congregation of Murray Street Baptist Church, Peterborough, are considering the erection of a new building.

Tenders for the construction and erection of shops for the N.T.R., east of Winnipeg, are called for before March 10.

It is stated that preparations are being made for converting a business block at Stratford into a modern theatre.

The attention of Toronto's Board of Control has been called to the need of a new building for the House of Industry.

The Minister of Railways recently stated that it was the intention of the Government to build a new station at Truro, N.S.

Dr. Roberts, Hamilton's Medical Health Officer, will ask the board, at its next meeting, to consider the erection of an isolation hospital.

The trustees of the Port Colborne Presbyterian Church are arranging to rebuild their church, which will cost probably two thousand dollars.

A project for the erection at Halifax of science and library buildings for Dalhousie University, is being considered by the authorities of that institution.

Plans have been prepared for the new building to be erected by the congregation of Christ Church, Deer Park, Toronto, at an estimated cost of $20,000.

Sydney, C.B., ratepayers will be asked to vote on a by-law to raise nearly $142,000, $50,000 of which is for the new academy and $20,000 for public school extensions.

The Canadian Northern Railway will in the near future commence the erection of the proposed new depot and freight sheds at Brandon. The depot when completed will cost approximately $45,000.

The trustees of the Toronto General Hospital are considering the appointment of an expert to pass upon the plans for the new hospital. The plans submitted call for expenditures respectively of $1,350,000 and $1,210,000.

Knox Presbyterian congregation, Peterboro, has decided to build a new church which will cost in the neighborhood of $30,000. The work of erecting the All Saints' (Anglican) Church has been begun, and will be completed, if possible, this year.

The Dominion Government intend to add a $14,000 addition to the Astronomical Observatory at Ottawa; erect a new $125,000 departmental building; spend $93,000 on alterations to the Parliament Buildings; build a $30,000 addition at the Royal Mint; and erect a $400,000 Victoria Memorial Museum.

Among the buildings to go up this year in Toronto are a new fire hall and police station at East Toronto; fire hall on Perth Avenue, and an addition to the main pumping station. Then there is the General Hospital and the additions to Western and Isolation hospitals, some university buildings, and a technical school, several warehouses and many dwellings.

The Ontario Department of Mines issued the following statement of the mineral production of Ontario last year:

Product.	Quantity.	Value.
Metallic—		
Gold, ounces	3,465	$ 60,337
Silver, ounces	19,424,781	9,125,903
Cobalt, tons	1,224	110,166
Nickel, tons	10,175	1,866,059
Copper, tons	7,561	1,071,140
Iron ore, tons ...	199,395	537,379
Pig iron, tons ...	271,656	4,390,839
		$17,161,823
Less value Ontario iron (170,215 tons) ore smelted into pig iron		456,176
Net metallic production		$16,705,647
Non-metallic—		
Arsenic, refined, tons	702	$ 40,373
Arsenic, crude, tons	2,970	.....
Brick, tile and other clay products	....	2,600,000
Calcium carbide, tons	2,564	147,150
Cement, Portland, bbls.	2,022,877	2,417,769
Corundum, tons .	141	14,977
Feldspar, tons ...	7,675	30,300
Graphite, refined, tons	10	1,600
Gypsum, tons ...	10,389	20,778
Iron pyrites, tons	20,970	69,980
Lime, bush	1,850,000	357,050
Mica, tons	368	73,586
Natural gas ...	....	969,160
Peat fuel, tons ...	200	900
Phosphate of lime, tons	881	7,048
Petroleum, imp. gals.	18,479,547	703,773
Pottery	....	50,310
Quartz, tons	44,741	52,830
Salt, tons	79,112	488,330
Stone	....	475,000
Talc, tons	1,016	3,048
		$ 8,513,962
Add metallic		16,705,647
Total production		$25,219,609

The figures given are subject to revision. Values are computed at the selling prices at the mines or works, and in the form in which the substances are produced.

As compared with 1907, there has been a considerable increase in the output of metalliferous mines and works, and a shrinkage in the non-metallic production, the aggregate for 1908 being about $200,000 in excess of that for the preceding year.

The falling off in the non-metallic list is mainly in crude petroleum and building materials. The new oil field in Kent County showed a greater proportionate diminution in yield than the older fields in Lambton County. The output of natural gas was materially greater than in 1907.

The silver mines of Cobalt yielded 9,000,000 ounces more than in 1907, but owing to the fall in the price of silver the value was not correspondingly greater. Shipments from the silver mines amounted to 24,485 tons. A little less than a third of the total tonnage was treated in Canadian reduction works, most of the remainder going to the United States, and a small amount to Europe. The ore treated at home was largely high-grade, the lower qualities being sent mainly to smelters in the United States, where they have been found suitable for mixture with other ores.

The nickel and copper output for 1908 was about the same as in 1907, but the valuation is lower.

WIRE FENCING FOR EXPORT.

Owing to the rapid increase in the export business of the Page Wire Fence Company, Walkerville, Ont., since the introduction of its "Empire" white fencing for railway, farm and ranch use, it has been thought best to have the foreign business handled by a company of a name similar to that of the fencing, and to this end the Empire Fence Export Company, Limited, has been formed. It is owned and controlled by the same people as the old company and the head office and factory will be at Walkerville.

TO FIGHT THE POWDER TRUST.

The Clark interests of Montana have made plans to establish opposition to the "Powder Trust." With them will be associated John Bermingham, for many years general manager of the Dupont-De Nemours Company, a branch of the trust; J. A. Folger, head of the big mercantile house that bears his name, and former State Senator Charles M. Belshaw. The plant will be located near San Francisco, presumably at Antioch, and operations will be conducted on a big scale. The Clark Company will begin with a capital of $3,000,000 and it is the intention to add to the investment as the business warrants.

News of the Paint Trade

THE SPRING CAMPAIGN.

The dealer should not let a day pass by now without paying some attention to the selling campaign that he intends to start when the spring opens. It is assumed that everything is practically ready in the department, and the stock in good order, and classified so that a customer rushing in with the first breath of spring can get what he wants without waiting for it. As to the new stock if it is not in, or already placed, see that no more time is lost, or the consignment may not be despatched quickly enough to serve the first customer. Start at once on creating a demand for paint. Bring your store before the man who is thinking of painting his house, store, or factory, while he is still in the act of thinking. Do not wait until he has made up his mind and gone to a competitor.

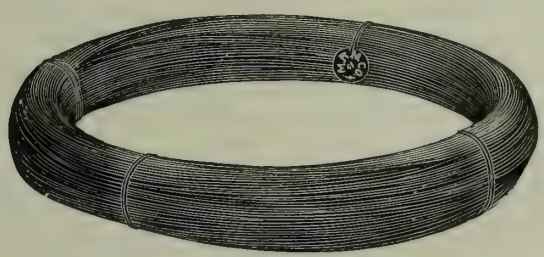
There is no doubt that paint is an article peculiarly susceptible to pushing. Its uses are innumerable, and its usefulness is ridiculously out of proportion to its cost. But the average consumer is slow to discover these facts for himself. The dealer, therefore must be alert and busy every day instructing the consumer. The progressive man makes things "hum." He does not make a collection of paints and leave it at that. He clears his shelves with that celerity which means good profits, and he does it by compelling customers to come in by the force of his selling campaign.

Some dealers act as if no initiative work was necessary to push their paint department. They take no advantage of the enormous advertising expenditure of the paint and varnish manufacturers. A great sum is being spent to popularize and create a demand for certain lines and unless the dealer energetically seconds these efforts, he reaps no advantage. It is the man who keeps abreast of the times, the man who follows up these advertising schemes, the man who lets no opportunity pass to make money out of the goods which are being extensively pushed by the manufacturer, who will make the most money this spring.

BAKU OIL WELLS.

The old fields of Russia at Baku, on the Caspian Sea, have been described as bearing the palm both for abundance and constancy of production. From the earliest times gas has been known to come out of the rocks there, so that it early became a sacred place for the Parsees, or fire worshippers. For thousands of years the sacred fires were kept burning beneath the dome of a great temple built by the priests, and religious devotees came from as far away as India. Indeed, it is only a few years since their visits ceased.

But the discovery of oil in this region in vast commercial quantities has crowded out the religious devotees. The facts are stranger than fiction. A territory at Baku no larger than a single township furnishes more oil than the whole United States, and has continued



Oiled and Annealed Wire

The success achieved by our Wire is due to the care we exercise in selecting the Rods from which it is made; to the attention paid to the annealing of the Wire, and in the oiling to obtain a fine dry surface which enables it to be easily handled.

We make both large and small diameter coils.

The Montreal Rolling Mills Co.

to do so for many years. Our consular reports show also that the percentage of increase in that field is greater for the last five years than it has been here.

At Baku they must go down with their wells only a few hundred feet, when they strike a reservoir which is under tremendous pressure. The drills are thrown out of the well, followed by bombardment of pebbles which batters the derrick to pieces and piles up a pyramid of stones about the mouth, and the oil pours out in torrents. This is preserved, not in large iron tanks, as here, but is collected in pools by a dam across the valley.

It is not always fortunate to strike a flowing oil well. A Russian in Baku two years ago struck one which poured forth 2,000,000 barrels in a month, and caused so much damage by its overflow that it ruined him.

It is interesting to see how near Alexander the Great came to being the oil king of Central Asia rather than the conqueror of India. The histories relate that when he was at Samarcand he started out on an expedition farther north, when he found his army short of water, and commanded his men to dig a well. But instead of finding water they "struck oil," which was bad to the taste. Moreover, the soothsayer said it was a bad omen. So he ordered it to be filled up and sacrifices to be made, and then started for India. But now all the locomotives on the Transcaspian Railroad use petroleum from the wells of Baku.

Paint and Oil Markets

MONTREAL.

March 5.—Shipments this week show a marked improvement not only in volume but in variety, and in consequence a cheerful feeling pervades the paint and varnish trade. Heavy goods such as white lead, linseed oil, etc., are moving with greater freedom, showing that the improved feeling is extending to all lines. There is no change in quotations, and the market generally is firm.

TURPENTINE—Quotations in the turpentine districts in the South show a slight tendency to ease, having in view the marketing of the spring crops. However, as local stocks are not over-abundant, and the demand steady, no change in prices has been made and we continue to quote 58c for single barrels, net 30 days.

LINSEED OIL—Shipments are now showing up strongly, the mild weather having induced more painting. It is reported that the scale of prices are pretty well adhered to, and we quote: Raw 1 to 4 barrels, 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9 barrels, 61c. Strictly net, 30 days.

GROUND WHITE LEAD—Shipment are more encouraging than for some time past, and the markets are very firm. We quote: Strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—A nominal inquiry is apparent, and figures for large quantities show some tendency to ease off. However, for ordinary lots we continue to quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead casks, $4; kegs, $4.50, and smaller quantities, $5.50.

VARNISH—The past week has been characterized by an increasing demand for No. 1 furniture varnish, japans, hard oil finish, and shellacs. A most satisfactory business is being done.

PARIS GREEN—A light but steady demand is showing. Not much improvement is expected until later on. There is no change, and we quote: 1-lb. packets, 100 lbs., in case, 21c; 1lb. packets, 50 lbs., in case, 21½c; ½-lb. packets, 100 lbs. in case, 23c; 1-lb. tins, 100 lbs. in case, 22c.

WHITE ZINC—The better movement in white lead is reflected in this line, and the output is reported much more satisfactory than for some time past. There is no change and we quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—This article does not seem to show the improvement noticed in the other lines. Stocks appear to be heavy, and shipments are light. We quote: Standard putty, 880-lbs. casks, $1.65; in 100-lbs., drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

March 5.—Some improvement is noted in paint lines this week. Prices are steady and unchanged, and jobbers are experiencing a better demand for products of all kinds. Orders are coming in freely and since the beginning of the month some good shipments have been made. The country is taking its share of stock and it looks as if we were at the beginning of a new era of good business.

Though the weather for the moment is unpropitious, signs of spring are evident in the improvement of business. Travelers report trade improving in all districts and the building permits all over Canada are much more numerous than they were a year ago.

TURPENTINE—In regard to turpentine there still seems to remain some of the old stock on hand at Savannah. The price is steady. The statements that have been made that the amount of turpentine produced was declining do not seem to have much foundation, as in the year 1908 it is now stated from the best American statistics that the product amounted to 36,589,000 gallons, as against 34,180,000 gallons in 1907,

70% Lead
30% Zinc

100% Pure

All Pure Paint

This little sum in addition, sums up the whole paint situation, and is the correct answer to the question. "What is the best paint to handle?"

"English" Liquid Paint shows a guarantee formula label, stating, that the white base on which the paint is made is 70% pure White Lead (Brandram's B.B. Genuine) and 30% Pure White Zinc. All Pure Paint.

You will find "English" Liquid Paint very profitable to handle, and it is backed by a unique forceful advertising campaign.

Just send us a postal card for prices and selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

MURESCO

Is Something You Can Strongly Recommend

For mural decoration, because it is economical, sanitary, clean, artistic and durable—five sound talking points.

This Spring you are, of course, going after the painters' trade, and there is no more reliable, profitable and mutually satisfactory line you can push than Muresco.

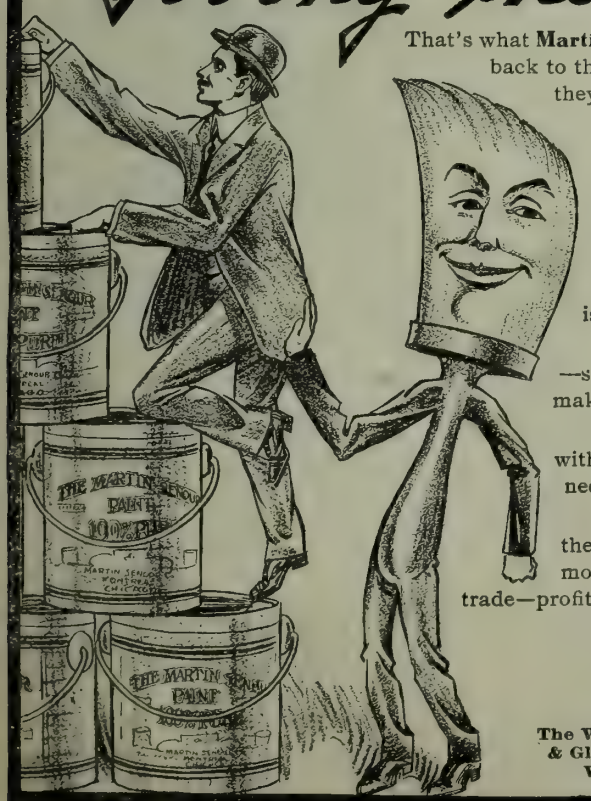
You may easily build up a big, rapidly moving business in Muresco, because beyond a doubt it is the finest water color wall finish on the market, containing thirty per cent. more water than any other preparation. One coat in most cases is sufficient.

Have you sent for our color cards and prices?

BENJAMIN MOORE & COMPANY, Limited
WEST TORONTO, CANADA

New York **Chicago** **Cleveland**

Giving the Dealer a Boost



That's what **Martin-Senour** Paint is doing. People are so **pleased** with it, that they come back to the dealer for **more** and incidentally for **other** goods. And why shouldn't they be pleased with Martin-Senour Paint?

It is the most durable—best looking—and most **economical paint** on the market. Don't you want to sell paint like that? Paint that pleases the buyer and attracts the passers-by? Of course, you do. Well then,

Martin-Senour Paint
100 Percent Pure

is the paint for you to sell.

It's pure—that's why it's the best. Test it any way you like—for purity—spreading qualities—wearing qualities and everything else that goes toward making the best paint.

Martin-Senour Paint satisfies every time. The man who paints his house with Martin-Senour Paint this year will come back for more the next time he needs paint. And every time he gets a chance he'll **boost** Martin-Senour Paint.

Mr. Dealer, are you selling all the paint that you ought to? If you're not, there must be a reason. You're not handling the paint that pleases best and most! Try Martin-Senour Paint and you'll increase your paint trade—regular trade—profits, because it **satisfies.** Write for our "Business Boosting Plan," terms, etc.

The MARTIN-SENOUR CO., Ltd.,
Pioneers of Pure Paints

Montreal **Chicago**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

For the past three months the demand has been rather limited, but it is expected as the spring season opens the demand will be increasing and it is very likely there will be a slight advance in prices. Local prices are still at last week's figures: Single barrels are 60c; 2 to 4 barrels, 59c; and 5 gallon lots, 65c.

LINSEED OIL—In linseed oil there appears no change at the present time, though one crusher reports a firming up and has increased prices one cent above our market quotations. The price in England seems, if anything, a trifle weaker, it is yet much too high a price to import to Canada, consequently the Canadian trade must be wholly dependent upon the home production and as the price for flaxseed has advanced further there does not appear to be any likelihood of a change in the near future. Raw is still 59c and boiled 62c for single barrels, and 5 barrel lots are quoted at 1c less.

GLASS AND PUTTY—Prices and conditions are unchanged in both these lines. Glass continues scarce and quotations high, with little demand. Putty is a little freer in demand, but prices are unchanged.

WHITE LEAD—No. 1 is $5.40 to $5.65; pure white, from $5.80 to $6, and a superior line is offered at $6.25. In red lead the movement is chiefly of a jobbing order. Genuine is quoted at $4.50 for casks and $4.75 to $4.80 in 100 lbs.

PARIS GREEN—Barrels at 20½c and 25-lb. drums 21¾c., are the quotations this week, which are unchanged from last week. Demand is quiet just at present, though since the beginning of the year some good sales have been made.

STAINS AND VARNISHES—Manufacturers report business expanding, and they speak optimistically. Prices are firm, and demand is good.

PETROLEUM—Still in splendid demand are petroleum lines at unchanged prices. Prime white is 13½c; water white, 15½c, and Pratt's astral, 17½c.

THE SMALL PURCHASER.

Don't despise the small purchaser. He may surprise you some day with a big order. Many a man hesitates to ask for five or ten cents' worth of any material, and many a clerk gives such an order a contemptuous reception that makes the buyer feel decidedly uncomfortable. Yet there are times when one needs only a very small quantity—when a purchase of a little at a trifling cost is more of an accommodation to the buyer than the filling of a large order. At such times courteous treatment on the part of the clerk is doubly effective. And the man who is treated politely when buying little is likely to return when he happens to need much.

It has been well said that prompt, willing attention and courtesy will often make more of an impression on the five-cent purchaser than on the customer whose order runs up into the dollars. The first customer knows that he is not favored because of a liberal purchase. He is pleased because he is getting as much attention and courtesy for five cents as he could get for five dollars. He is just as much a customer as the man whose purchase swells the day's receipts.

It is the little things that count. It is the little sales with a little good salesman that make a small store grow big. The smile, the "Good morning," the "Thank you," the "Come again," are little things that count. Business grows and thrives on just these little courtesies. When the salesman says, part in words and part in manner, "Come again; it gave me pleasure to wait on you," most likely the customer comes again, and again, brought back by a little thing, a little diplomacy.

HINTS FOR THE DEALER.

Don't pause when business is slow. Keep going. Rearrange your stock. Be dissatisfied with the way they were displayed yesterday and rearrange them.

Don't ask your customers why they quit when they desert you. Take them around some new and novel item which might appeal to them; outline its merits, beauty, etc.

Don't use stereotyped phrases in speaking of the merits of your goods. They become stale and frequent customers tire of them. Make use of expressions which mean the same, then your conversation becomes almost as interesting to the customer as the article on which you are talking.

Don't imitate the ideas of your competitor. Go and see them and let them serve as ideas on which to improve.

Don't try to wait on two customers at the same time. Devote your whole time and thought to the first customer; finish as quickly as possible without hurrying him. This is accomplished through knowing your stock and talking to the point.

Don't forget to remind a man about the brushes when he is buying paint.

Don't try to remember orders in your head; pencil and paper are cheap.

PAINT NOTES.

The 25th annual (silver jubilee) convention of the International Master House Painters' Association was held last week at Baltimore, Md. Canada was represented by 21 delegates and three guests, Wm. Burden, of the E. Harris Co., Toronto; H. Clucas, the Canada Paint Co., Toronto; and W. G. Francis, the Benjamin-Moore Co., West Toronto. The party occupied a special car from Toronto to Baltimore.

E. Fielding, Toronto, has been appointed Ontario representative for the Wilckes, Martin, Wilckes Co., New York, makers of "Bear Germantown Lampblacks."

The congregation of Bell Street Methodist Church, Ottawa, are contemplating the erection of a new building. It has not yet been decided whether to erect a new church and hall or only a Sunday school hall.

Answers to Correspondents

ANXIOUS ONE:

"Please say what is "Cumoff?"

ANSWER:

"CUMOFF"

is the

Paint and Varnish Remover

for use on

Wood or Metal

Removes Old Paint, Varnish, Shellac or Enamel, leaving the surface ready for refinishing.

Will not raise the grain of the wood.

HAS NO DISAGREEABLE ODOR.

Will not injure the hands. Will not destroy the brush.

Will undoubtedly increase your trade as "Cumoff" is an article long wanted by every painter.

Specially useful on Mouldings, Carving and the refinishing of old frames or Cabinet Work.

"CUMOFF"

IS MANUFACTURED BY

The

Canada Paint

Company, Limited

Montreal Toronto Winnipeg

I WANT

PAINT SATISFACTION !

Are you giving it to him?

Are you able with that stock of cheap paint or that high priced dear paint to please and satisfy? Are you getting all the business you are after?

Let us speak to you about paint. Let us tell you what we can do for you to get the paint business.

This is the can,

It is

RAMSAY'S PAINTS

Known all over Canada as the paint for satisfaction. Never fails to meet the requirements, never sold too high—never too low. The price is right—The paint is right—It paints right. Do you want to sell it? Write us.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 The Paint Makers

Five Points That Tally

Lustre ***Safety***
Freedom of Working ***Durability***
Uniformity

Standard Finishing Varnishes

surpass all others in these points and are eminently satisfactory in every respect. They are reliable, dependable goods, Mr. Dealer, and a line you will never have to apologize for handling.

SEND FOR OUR BOOKLET.

Standard Paint and Varnish Works Co.

Limited

Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.

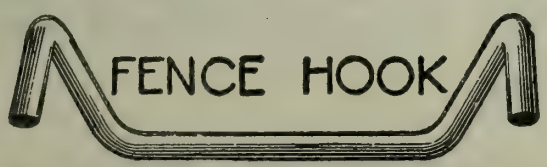
Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL

GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

Keep Your Gasolene Outdoors

STORE IT IN A BOWSER OUTDOOR CABINET

Cut 10—Outdoor Cabinet

The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

It will increase your profit on gasolene because it stops the usual loss of from 15 to 50 per cent. through evaporation, leakage and waste. It draws new trade because it is placed in front of the store where it continually advertises the fact to automobilists and others that you sell gasolene.

The Bowser costs you nothing because it pays for itself by its own saving of gasolene. Ask us to send Gasolene Catalog 5445. It's free.

S. F. Bowser & Co., Limited

66-68 Fraser Avenue, Toronto

If you have an old Bowser and want a new one, write for our liberal exchange offer.

Alabastine Assistance

With every shipment of Alabastine we include copies of our Superb Catalog, "Homes, Healthful and Beautiful," which explains fully the decorative, sanitary, durable and easily applied features of Alabastine. These copies are for presentation to your customers. We also give you handsome counter show cards, cloth banners, tint cards, etc., for use in the store. We give you the right kind of assistance to make a big sales record with Alabastine.

Alabastine Co., Limited

PARIS, CANADA

FOR INTERIOR WORK - FOR EXTERIOR WORK

Satisfies the dealer, the painter and the consumer, and this is the time of the year for the hardware hustler to push

Elastica Finish No. 1. Elastica Finish No. 2.

The former is for finishing front doors and all classes of house work exposed to the weather. The second is for interior decoration such as hallways, bathrooms, dining rooms and general inside work.

NEITHER WILL SCRATCH NOR MAR WHITE.

Sealed Cans Only. **Ask for our Prices.**

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finishes.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

The White Lead Association of Canada

This Association was formed in 1889, for the purpose of removing abuses in the sale of White Lead, and was successful in securing legislation which has contributed to securing that White Lead, marked "Pure" or "Genuine" must be absolutely free from adulteration. The Association adopted the following label, which is used by its members on all pure White Lead issued by them.

This label, the Association believes, is being imitated in several quarters, and the copy label is here shown in order that dealers may be careful to avoid imitations and secure White Lead bearing the guarantee of the Association.

This label is registered at Ottawa and action will be taken against all parties using any imitation thereof.

All enquiries will be answered by the Secretary, JOHN HYDE, Chartered Accountant, 304 Merchants Bank Chambers, Montreal

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

Atkins Silver Steel

Segment Ground

Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

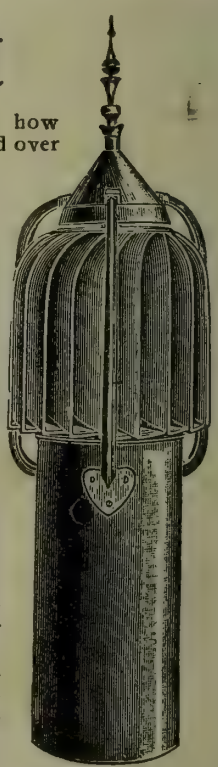
Home Office and Factory, Indianapolis

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



Aeolian Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory.

Yours truly,
E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

THE J. W. HARRIS CO., LIMITED

General Contractors and Manufacturers

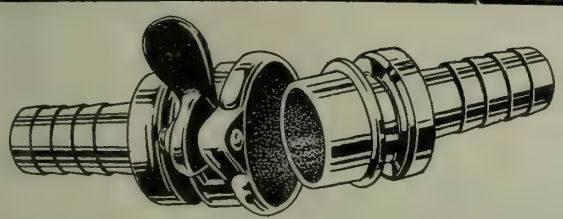
MONTREAL

THE CANADA LINSEED OIL MILLS LIMITED
MANUFACTURERS OF
WARRANTED PURE LINSEED OIL
TRADE MARK
MONTREAL.

THE OLD PHOENICIANS away back in the age of STONE pounded FLAX seed on the stones to get the OIL. THEY WERE SURE of ITS PURITY, CRUDE AS THEIR method was. ARE YOU SURE TO-DAY OF YOUR OIL? WE CAN MAKE YOU POSITIVE ON THIS POINT if you'll try Our Brand. It is unrivalled because we made it so by our own CAREFUL RESEARCH and PURIFICATION.

PURE OIL BACKED BY OUR GUARANTEE SHOULD prove a POWER IN PULLING VARNISH AND PAINT ORDERS.

THE CANADA LINSEED OIL CO., Limited
MONTREAL



Do You Use Hose?

Then you will appreciate the usefulness, convenience and economy of a coupling that is ten times as rapid as the ordinary old fashioned style.

Time Saver Hose Coupler

is a line which will appeal at sight convincingly to your customers. Because there are no threads to wear, the washer cannot get out, and the work is done in an instant by pressing the latch with the thumb when inserting one section into another or on top.

Our Price List explains all about it.

The Time Saving Coupler Co.
Limited
166 Bay Street - - Toronto, Canada

ISLAND CITY

PAINT FOR BLINDS

Island City French Green

Ground in oil. **Medium and deep shades.** Made **specially** for use on **blinds.** Excellent **covering qualities** and very **durable.**

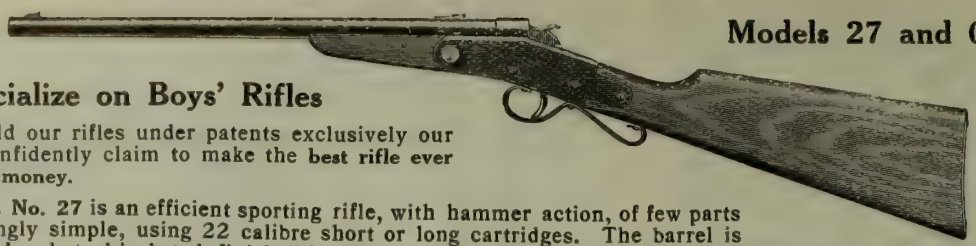
Put up in 1, 2, 5, 12½ and 25 lb. tins.

P. D. DODS & CO.
Limited
Montreal, Que.

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

THE SOO LINE

is a new line of the most improved, lightest strongest and best

Lumbering Tools

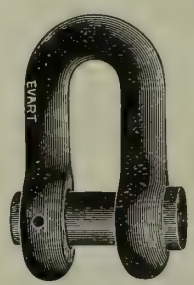
(Made in Canada)

Write for Catalogue and Discounts.

Manufactured by

Canadian Logging Tool Co., Ltd.

Sault Ste. Marie, - Ontario



Boom Shackle. Made of 7-8in. steel

Eye Dog. made of ½ inch steel.

THE SOO PEAVEY

SOO PIKE POLES

with handles made of select second-growth white ash. Ferrules made in three pieces of polished seamless steel. Pikes made of high-grade tool steel. Shanks threaded and screwed in tight. Lengths 10, 12, 13, 14, 16, 18 feet.

N. STAFFORD CO. EST. 1857

METALLED SEND FOR CATALOGS

BURNING BRANDS, STENCILS, STEEL STAMPS & LETTERS, NAME PLATES, CHECK-BADGES

67 FULTON ST. NEW YORK.

TIME, TRADE and TOOL CHECKS

Any quantity. Low export prices. Quick deliveries.

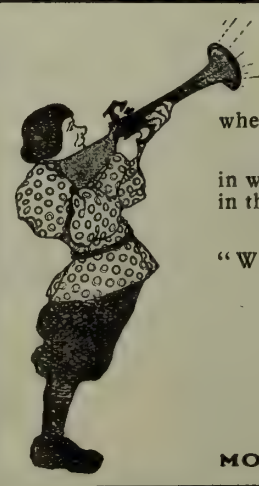
NAME and NUMBER PLATES, ENAMEL, GLASS and METAL LETTERS and FIGURES

We want the best Hardware Dealer in every Canadian town and city as our exclusive agent.

N. STAFFORD COMPANY

Established half a century.

67 Fulton St., New York



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in your proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,

MONTREAL TORONTO WINNIPEG

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

GILBERTSON'S COMET

Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal
W. GILBERTSON & CO., Ltd., Makers, PONTARDAWE, Wales

SEYMOUR SHEARS

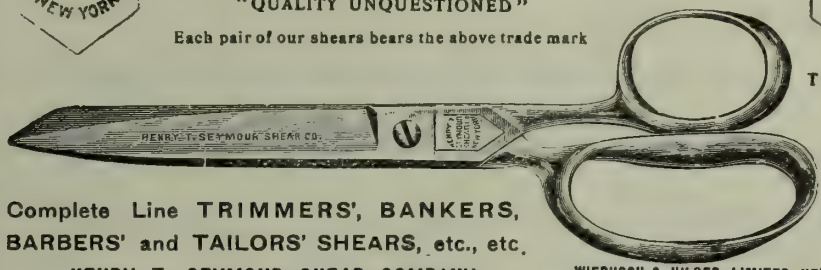
HENRY T. SEYMOUR SHEAR CO. NEW YORK.

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

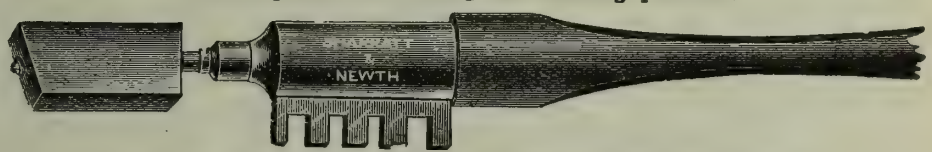
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardwre and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

Buy the Best.

HERCULES

Sash Cord

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

IT WILL PAY YOU to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.

SAY, MR. HARDWAREMAN,

Are you prepared to meet all emergency calls for roofing material? You can make no mistake in carrying

Black Diamond Tarred Felt—Joliette Cyclone Sheathing— Genasco Ready Roofing

Might as well "Do It Now," as our prices are right.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

March 6, 1909

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson s ....per lb...	0 09
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch.........	2 50	2 50
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 60
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial,genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 26
" seamless base	0 26

Copper tubing, 4 cents extra.

COPPER. Per 100 lb.

Casting ingot...........	14 50	14 50
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz......		21 00
Plain, 16 oz., 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base..................		30 00
Braziers' (in sheets). 4x8 base...		0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 50
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60

Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60..................	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ..	3 70	3 50	3 65	...
22-24 ..	3 95	3 75	3 75	3 95
26........	4 20	4 00	4 15	4 20
28........	4 45	4 25	4 35	4 45

Less than case lots 25c. extra

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 45

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		18 50
Middlesboro, No. 3 pig iron..	19 50	21 00
Summerlee, No. 2 " ..	20 50	21 50
Carron No. 1	22 50	....
Carron ,special......	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor. charcoal iron........	32 00	32 50
Ferro Nickel pig iron (Soo) ...	..	25 00
Angles..............	2 60	2 50
Common bar, per 100 lb......	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 25
Mild steel...........	1 90	....
Sleigh shoe steel.....	1 90	2 05
Iron finish machinery steel (domestic)	2 00	2 05
Iron finish steel (foreign).. .	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 05
Sheet cast steel.....	0 15	0 15
Toe calk steel...............	2 40	2 75
Mining cast steel....	0 07½	0 08
High speed..................	0 60	0 60
Capital tool steel...........	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $31 50 31 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C,14 x 20 base	....	$6 00
IX, 14x20 "	....	6 50
IXX, 14x20 base	....	7 50

Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.		
I C, 14 x 20 base..........	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs.
" 14x60, "
" 14x65. " } 6 75

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 70	3 75
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 50	5 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 12¾
Light copper bottoms	0 10	0 11
Heavy red brass....	0 10	0 11¼
" yellow brass	0 08½	0 09
Light brass................	0 06¼	0 06¾
Tea lead.......	0 02½	0 02½
Heavy lead................	0 02½	0 03
Scrap zinc	0 02½	0 03⅛
No. 1 wrought iron ..	11 00	10 00
Machinery cast scrap,No.1	13 50	14 00
Stove plate...............	11 00	12 00
Malleable and steel	9 00	8 00
Old rubbers....	0 07½	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 70 p.c.
Standard Compression work, 65 and 5 p.c.
High grade compression work, 60 p c.
Cushion work. 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p c., and 1 and 2 basin cocks,70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
Kerr standard globes, angles and checks, 60 p.c ; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves. 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves. 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " " ...... "	1 65
No 7 Fuller " " .... "	2 00
No. 4½, " .... "	2 00
Patent Compression Cushion, basin cock, hot and cold, each..........	$1.25
Patent Compression Cushion, bath cock, No. 2208, each................	2 20

Square head brass cocks, 55 ; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon,Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4¾c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch........	2 03	⅛ inch........	2 86
¼ "	2 25	¼ "	3 08
⅜ "	2 63	⅜ "	3 48
½ "	3 56	½ "	4 71
¾ "	5 11	¾ "	6 76
1 "	6 97	1 "	9 22
1¼ "	8 37	1¼ "	11 07
1½ "	11 16	1½ "	14 76
2 "	17 82	2 "	23 57
2½ "	23 40	2½ "	30 95
3 "	29 45	3 "	38 9
3½ "	33 48	3½ "	44 28

Malleable Fittings — Canadian discount 40 per cent.; American discount 25 per cent.
Cast Iron Fittings 70; Standard bushings 60.; headers, 60; flanged unions 65, malleable bushings 60 ; nipples, 70 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c. ; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb... .. 4 50 4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping......................	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked......................	0 95½
Green copperas (green vitrol)	0 01
Sugar of lead............	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 16
Golden ochre "	....	0 10
French " "	....	0 08
Chrome green "	....	0 09
French permanent green "	....	0 13
Signwriters' black "	....	0 15
Marine black, 25 lb. irons..........		0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

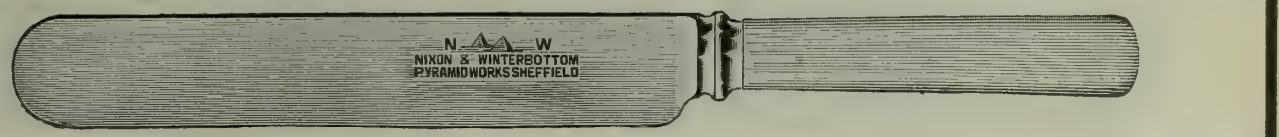
Barrels...........................	0 20½
25-lb. drums...........	0 21½

PIGMENTS.

Orange mineral, casks........	0 09
" " 100-lb. kegs	0 0[illegible]

N W TRADE MARK

ALWAYS RELIABLE



PYRAMID CUTLERY

THROUGH ALL THE LEADING JOBBERS IN THE DOMINION

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins..	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins....		1 60
Canada Paint Co.'s pure, qt tins....		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C..		1 35
Brandram-Henderson s "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure, ...		1 60
Senour's Floor Paints.....		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel.....		1 75
Island City pure paints.....		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints.....		1 25

PUTTY.

	Pure.	Ordinary.
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls ..	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb.....	0 08 0 08¾
Motor Gasoline single bbls....	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 58 0 62
Linseed Oil, " raw..	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White..	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine...	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure...	5 75	5 65
Island City pure lead.....	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P., lead.....	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26....	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
85 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels.....	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M...	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels.....	2 00
Pure Orange, "	1 95
No.1 Orange, "	1 50

VARNISHES.

	Per gal. cans.
Carriage, No. 1.....	1 50
Pale durable body.....	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak.....	1 50
Furniture, polishing....	2 00
Furniture, extra	1 15
" No. 1.....	0 90
Union.....	0 85
Light oil finish.....	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan.....	1 35
No. 1 black japan.....	0 90
Benzine black japan	0 70
Crystal Damar.....	2 50
No. 1 "	2 25
Pure asphaltum.....	1 40
Oilcloth.....	1 50
Lightning dryer	0 75
Elastilite varnish.....	2 00
Granitine floor varnish.....	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish ..	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize " Interior Finish....	2 40
" Flint-Lac," coach.....	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline.....	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2.30.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Canadian door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll.....	0 70
O. K. paper, No. 1, per roll....	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll....	0 45
Tarred Fibre, No. 1, per 400 ft. roll ..	0 55
Plain Surprise, per roll.....	0 35
Resin sized Fibre per roll.....	0 40
Asbestos building paper, per 100 lbs..	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb....	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.....	0 65
Heavy Fibre, 32' & 60', per 100 lbs....	3 00
2 Ply Ready Roofing, per square.....	0 80
3 " " " "	1 05
2 Ply complete, per roll.....	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel....	3 50
Refined Coal Tar, tins, per doz.....	1 00
Refined Coal Tar, per barrel.....	4 50
Shingle varnish, per barrel....	4 50
Caps and Nails, per lb.....	0 07
Mop cotton, per lb....	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, per barrel..	1 70 1·75
Belgium.....	1 60 1 90
White Bros. English	2 00 2 05
" Lafarge " cement in wood	3 40
" Iron Clad " cotton.....	2 10
Iron Clad " paper.....	2 15
wood.....	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English.....	17 00 21 00
" American, low	23 00 25 00
" " high.....	27 50 35 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf ..	35 00
Stable pavers, 12"x6"x2", ex wharf ..	50 00
Stable pavers, 9"x4½"x3", ex wharf ..	36 00

DOOR SETS.

Canadian, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod..... per doz.	....	1 75
Coil, 9 to 11 in..... "	0 95	1 65
English.... ..... "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net..	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., ...	6 50
" " 10-in. and larger ..	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in.... per 100 lb.	4 75
over 12 in..... "	3 75
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.75; No. 120, $16.10.
Screen door sets, No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago Spring Butts and Blanks. 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage..... per doz.	0 50	1 10
Clothes line, No. 61. "	0 00	0 70
Harness, crescent, 10 inch, doz		2 25
" No. 141, 10x12, doz		1 00
Wrought hooks and staples—		
¼ x 5..... per gross	....	2 65
5-16 x 5..... "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Crescent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin..... per doz.	2 75	3 25
Bronze, Genuine .... "	6 00	9 00
Shutter, porcelain, F. & L. screw ..... per gross	1 30	2 00
White door knobs....per doz.		2 00

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Canadian, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional.....per 100 lb.	2 20	2 40
Solid ..... "	1 50	1 75

SASH CORD.

Per lb.....	0 25	0 26

SHELF BRACKETS

No. 140, 65 and 10 p.c.

STAPLES

Blind and bed, per lb.....	0 07½ 0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes.....	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	9 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled..		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz.....		1 00
Nail and Spike, per gross.....		2 25

BUTCHERS CLEAVERS

German.....ner doz.	7 00	9 00
American..... "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump.....per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 .....per pair		0 13
S. & D., " 5 ..... "		0 11½
S. & D., " 6 ..... "		0 18
Boynton pattern..... "		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 ....each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No.1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.		
Canadian, 25 to 27½ per cent.		
Magnetic tack.....per doz.	1 10	1 20
Canadian sledge .... per lb.	0 07	0 08½
Canadian ball pean. per lb. ..	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.....		4 40
" " 2, "		4 80
Barrel Underhill.....		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'.....per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae..... "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian..... per doz.	5 50	6 00

MEAT CUTTERS.

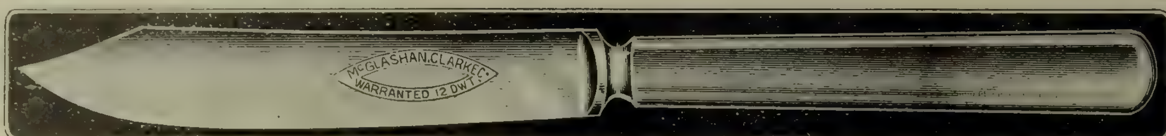
German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen.....	6 00	9 00

SIMPLE, NEAT AND ATTRACTIVE

THIS 12 DWT. QUALITY FRUIT KNIFE



They are put up in half dozen lots, in pretty, white, satin-lined boxes. This is a line worth pushing. Made in 12 dwt. quality, swedged blade; Supremo 6 dwt. quality, and Standard 2 dwt. quality.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.......... 1 15
Ivory, No. 1282, 2 foot, each.......... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14, 75 and 2½, doz.......... $23 00
Iron, No 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English, ass skin, No. 1921, 66 ft., doz. 2 85
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No 404, 66 ft, each.... 0 94
" steel, No. 264, 66 ft., each ... 3 15
Chesterman's linen, No 1822, 66 ft. ea. 1 10
" steel, No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅜ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.......................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail..............		4 25
Crown		4 85
Crescent........		6 50
Sovereign..........		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25
" " 1¼ x 3-16 in (100 ft) ....

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................. " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net.................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews'.............. 4 50 11 00

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10½
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11¼
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's.................... .... 0 13½
Berg's, per lb.................... .... 0 12½
Brook's.................... .... 0 12½
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.......	60
Bolt Ends.....................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list......	75

Nuts, square, all sizes, 4¼c. per lb. off
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. & bell brand: iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger $3.50; snow pattern No. 1 and smaller $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6 00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard Blunt No 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d..........................	3 80	3 25
3d..........................	2 85	2 95
4 and 5d..........	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d..................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Wads.	per lb.
Best thick brown or grey felt wads, in ¼-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge...........	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges..................	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20. per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.; spring, 40c. upwards.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks $4.00, $6.00.
Pucks, net, $1.50

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's..........	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

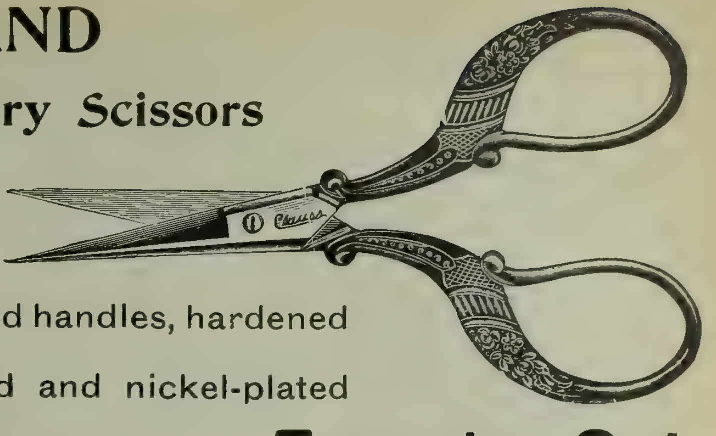
PLATED GOODS

Hollowware, 40 per cent. discount
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

CLAUSS BRAND

Fancy Oxidized Embroidery Scissors

FULLY WARRANTED



Hand forged from finest steel. Pressed handles, hardened in water.
Full crocus finish. Finely oxidized and nickel-plated

The Clauss Shear Co., - Toronto, Ont.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 80 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.

Can openers, per doz.	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz.	....	0 65
Potato mashers, wire, per doz.	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

Toasters, 50 p.c

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head ......per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, \$2.50; 3 in., \$3.35; 4 in., \$4.45; 5 in., \$6.00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary............per 100 ft. 3 0[illegible]
Furnace fittings, 50 p.c.

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk cans, 40 p.c.
Creamery Cans, 45 per cent
Creamery can trimmings, 75 and 12½ p.c.

LANTERNS

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., \$1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 p.c

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS

Lithographed, 60 and 10

STOVES

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz.	1 32
7-inch "	1 47

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3.00; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2 80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.50 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, \$5 — No. 18, \$5.50 — No. 19, \$6 — No. 20, \$6.65 — No. 21, \$7 — No. 22, \$7.30 — No. 23, \$7,65 — No. 24, \$8 — No. 25, \$9 No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25 \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright .... 2 50 Galvanized ... 2 75

HAY WIRE IN COILS.

No. 9, \$2.30 base f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal—100 lb., Nos. 4 and 5, \$2.85; 6, 7, 8, \$2.80; 9, \$2.35; 10, \$2 85; 11, \$2.90; 12, \$2.50; 13, \$2.60; 14, \$3.20. In car lots. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	\$0 50	\$0.75	\$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.30; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks \$1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, \$1.70, per 100 sq. ft.; in 50-ft. rolls, \$1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	2 65	2 70
Galvanized, plain twist	2 95	3 00

Galvanized barb, f.o.b. Cleveland, \$2.25 for small lots and \$2.35 for carlots

Dominion steel fencing, 33⅓ p.c.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, \$5; 1 inch \$16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, \$5 1 inch \$15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No, 5, \$16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	\$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star mops		1 20
Crescent mops		1 50
Folding ironing boards	16 25	18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style ....per doz.	8 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse and Snowflake	54 00
Dowswell	39 00
New Century and Bluebelle	75 00
Daisy	54 00
Stephenson	74 00
Spotless	69 00
Puritan Motor	156 00

WOODEN PAILS.

Cane's wire hoop 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, \$11; No. 1 \$9; No. 2, \$7.50; No. 3, \$6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M	2 25
Small heel "	4 50

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse ....per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 09½
Pure Manilla		0 11
"British" Manilla		0 10
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 08½
" double		0 09
Sisal bed cord, 48 feet........per doz.		0 65
" " 60 feet "		0 80
" " 72 feet "		0 95

Twine.

Bag, Russian twine, per lb.	....	27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08¾
500 " standard	0 08¼
550 " " manilla	0 09¾
600 " " "	0 11¾
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 12	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 [illegible]
Arkansas	"	....	1 [illegible]
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	[illegible]
" under 40 lb., "		....	24 00
" 200 lb. and over		....	[illegible]

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Babbitt Metal.
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Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Blacksmiths' Supplies
Star Mfg. Co., Carpentersville, Ill., U.S.A.

Boilers and Radiators
Taylor-Forbes Co , Guelph, Ont.

Bolts.
Brantford Screw Co., Brantford.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Box Strapping
Acme Steel Goods Co., Chicago, Ill.

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co.. Toronto.
Taylor-Forbes Co , Ltd., Guelph, Ont.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
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Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
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Cans.
Thos. Davidson Mfg. Co., Montreal.
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Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Coal Chutes.
Manitoba Iron Works, Winnipeg, Man.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Fasteners
Acme Steel Goods Co., Chicago, Ill

Corrugated Iron
The Galt Art Metal Co., Galt, Ont.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
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Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
McGlashan, Clarke Co., Ltd., Niagara Falls
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
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Embossed Steel Ceiling
The Galt Art Metal Co., Galt, Ont.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
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Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
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Escutcheon Pins
Hassall, Jno., 183 Lafayette St., New York.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
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Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Files
Howarth, James, & Sons, Sheffield, Eng.

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
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Fire Escapes.
Manitoba Iron Works, Winnipeg, Man.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers
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Furnaces.
Brandon Machine and Furnace Works, Brandon, Man.
Butterworth & Co., Ottawa, Ont.
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Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
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Glaziers' Diamonds.
Pelton, Godfrey S.
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Grey Iron Castings
Katie Foundry Co., Galt, Ont.

Hammocks
Nelson, H. W., & Co., Ltd., Toronto

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
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Hardware Supplies
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Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
Canada Steel Goods Co , Hamilton.
Soss Invisible Hinge Co., Toronto.
Standard Mfg. Co., Shelby, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montrea
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Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
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Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.

Iron Pipe.
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Iron Pumps.
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Jacks
Covert Mfg. Co., Troy, N.Y.

Ladders
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Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
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Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb. Alexander, Montreal.

Mats, Flexible Steel
Acme Steel Goods Co., Chicago, Ill.

Metals.
Canada Iron Furnace Co., Midland, Ont.
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Stairs, Son & Morrow, Halifax, N.S.
Thompson. B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.
Greening, B., Wire Co., Hamilton.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

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Montreal Rolling Mills, Montreal.
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Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
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Registers.
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Canada Screw Co., Hamilton, Ont.
Hassall, Jno., 183 Lafayette Street New York.
Montreal Rolling Mills Co., Montreal.

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Barrett Mfg. Co., New York.
United Roofing & Mfg. Co., Philadelphia, Pa.
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Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Sash Hangers
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Sash Weights
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Saws.
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Shears, Scissors.
Clauss Shear Co., Toronto.

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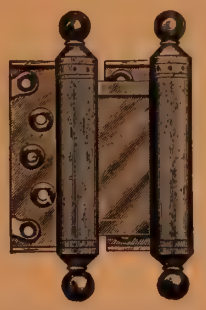

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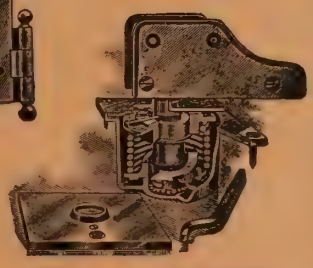

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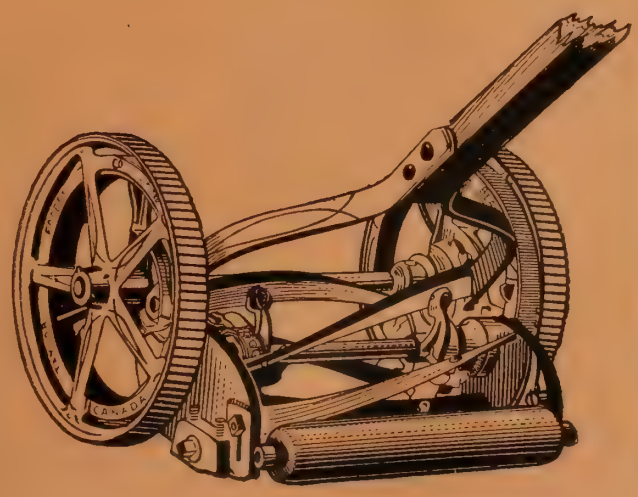

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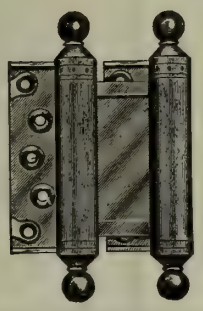

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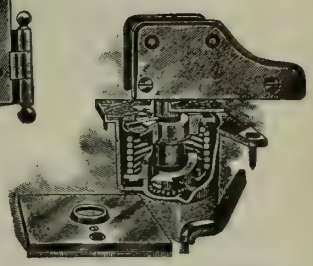

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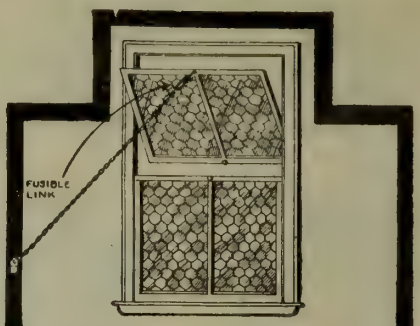

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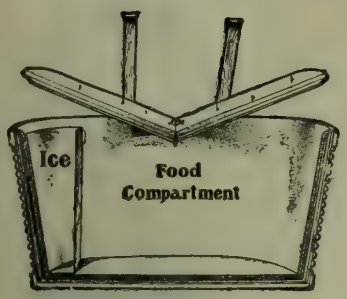

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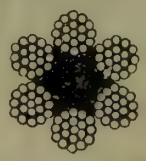

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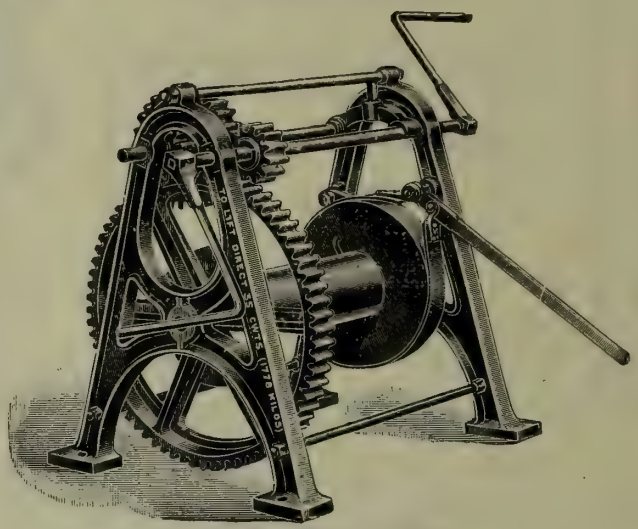

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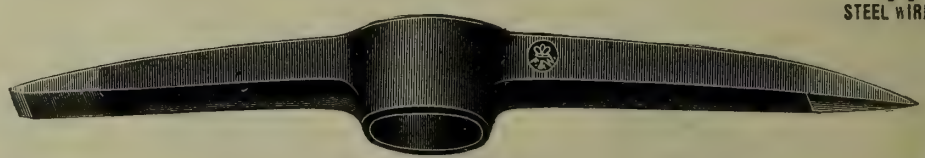

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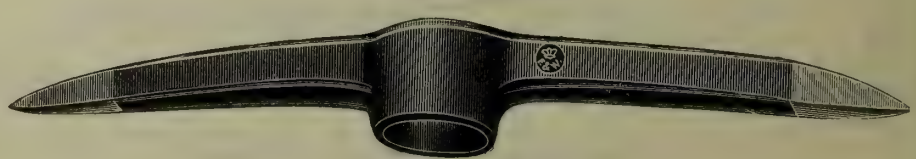

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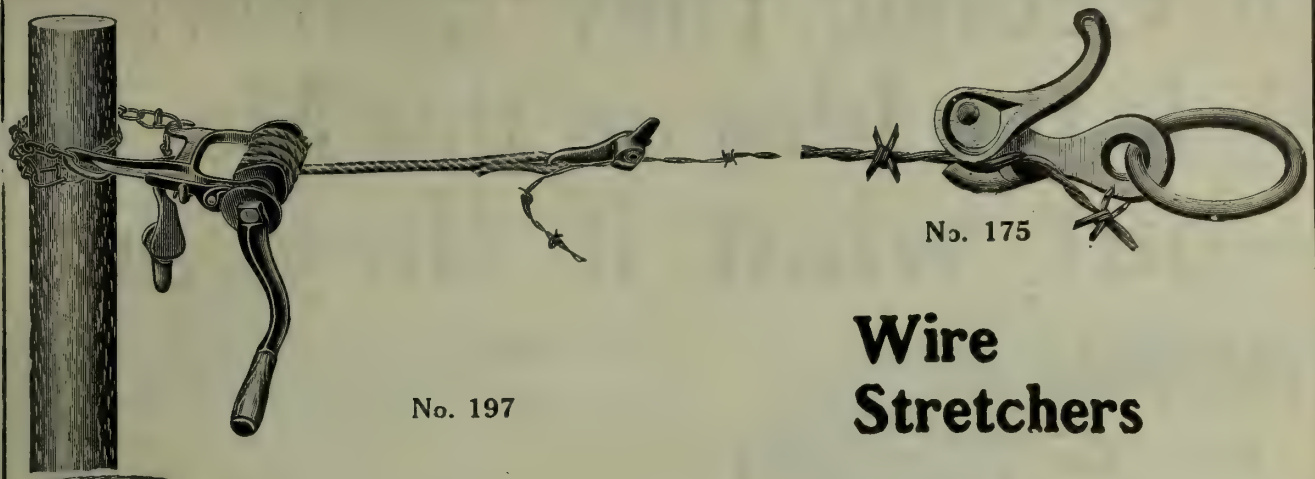

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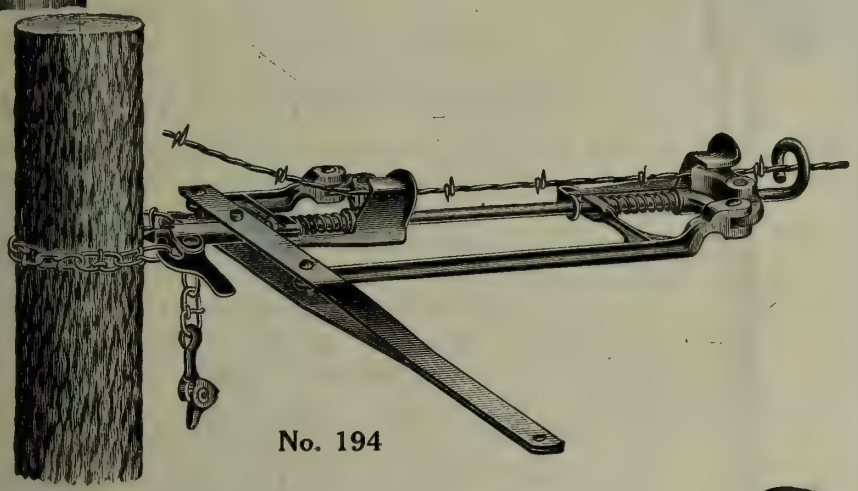
Wire Stretchers



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are articles that you should have in stock ready for the fencing business that is always done in the spring. Unless you have the goods in stock you can hardly expect to make sales. Neither can you expect to make as many sales nor please as many customers unless you have a variety of lines to offer, and those of a kind that will do the work they are intended to do.

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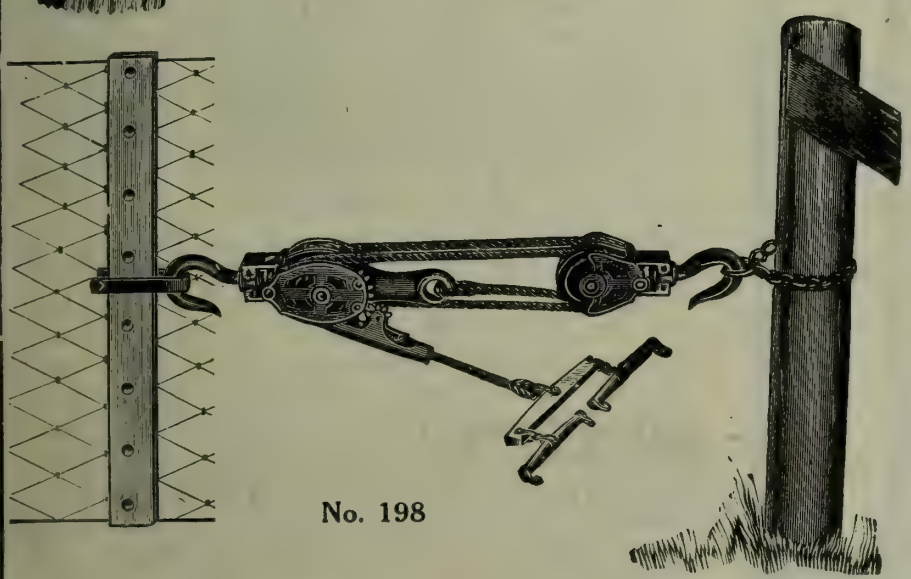

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Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.

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QUEBEC. FRASERVILLE.

Of Course, They Deliberately Stole the Idea on this Machine —but what if they did!!

The Stewart is THE HORSE CLIPPING MACHINE that Horse-Owners have been educated to buy and use.

We give a POSITIVE GUARANTEE that this Machine is all we claim.

Money is instantly refunded when asked for.

It Merely Shows

the Stewart Horse Clipping Machine was constructed on the only correct mechanical principle. It proved the Stewart was the one that horse-owners wanted. It was testimony to Stewart superiority.

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For the Britisher, who **loves fair play,** and the shrewd and discriminating buyer—and seller—of horse clipping machines wants the **best** machines, whether they're made in America, Britain, Germany, France or any other country on earth.

If you buy horse clipping machines as a **business** proposition buy Stewarts. But if you do business on **sentiment,** buy the other kind. That's all.

Something They Couldn't Steal

When they pilfered the idea they couldn't pilfer the manufacturing process. That was impossible, because Stewart Horse Clipping Machines embody **experience,** the **highest** quality and most **durable** materials it is possible to obtain. The gears are made out of cut steel (not cast), and are file hard. To facilitate easy running they are enclosed in an oil bath.

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Every jobber in Canada carries this line. Order from your jobber.

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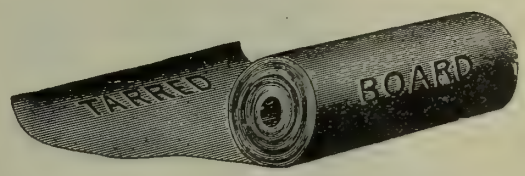
1	" " "	32 "
Surprise	" " "	32 "



Tarred

No.		Width
2	Tarred Fibre Building Paper	32 in.
1	" " "	32 "
Resin Size	" " "	32 "

Congo Roofing

Thickness	Width	Weight of 108 sq. ft.
1 Ply	36-in.	35 lbs. per roll
2 "	36-in.	43 " "
3 "	36-in.	55 " "

Congo Roofing

There is one kind of ready roofing which is absolutely waterproof and meets all the requirements of a ready roofing

that is

Congo Never-Leak Roofing

It is not only waterproof, it is also proof against heat, cold and acid fumes.

The strong point about Congo is the wonderful pliability. It bends like rubber, looks like it and keeps the water out the same as real rubber would.

CONGO
NEVER-LEAK
ROOFING

It's proof against water, acids, alkali, climate.

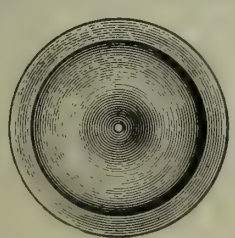
It's a most excellent fire resistant. It is odorless and will not taint water.

Easily and quickly laid by anyone.

Suitable for flat or steep roofs.

A Roll includes Cement, Caps and Nails for applying. Each roll contains 108 square feet sufficient to cover 100 square feet and allow for 2 in. lap.

Asbestos Building Paper



Tin Roofing Caps
For Ready Roofing

Roofing
Tarred Ready Roofing, wire edge, with and without caps, nails or cement.

For fuller particulars of Paper see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

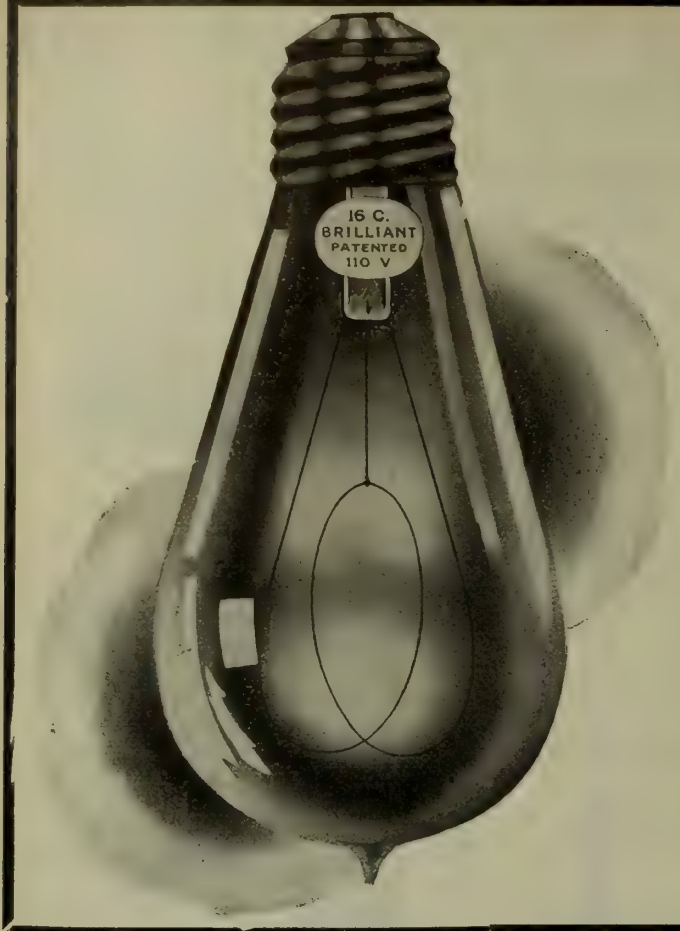
Opposite Union Station

We Ship Promptly

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto

Our Prices Are Right



Live Hardwaremen

Should Handle

"BRILLIANT"

"SHELBY"

"EUREKA"

Incandescent Lamps

They will pay you a good profit.

We make all shapes, sizes, voltages and styles of bases.

FULLY GUARANTEED

If your jobber does not keep them, write

Ontario Lantern and Lamp Co.
LIMITED

Hamilton, - Ontario

H&R Guns and Revolvers

For over thirty-six years their superior shooting qualities accuracy and dependability have been universally recognized.

Sold the World Over

We want you to have our *new* catalog showing complete line and giving valuable selling points

Here is our three-piece gun, which we call Model 1908. Built on the same lines as our famous Model 1900 in 12, 16, 20 and 28 gauge. This new gun is taken down in the same manner as a double gun—by pulling off the snap fore end and unhooking the barrel from the frame.

Notice the Target Grip

Light, compact, durable. The first combination of a medium priced revolver with *a perfect full grip*. Prevents slipping and twisting—insures a secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in the shooting.

Harrington & Richardson Arms Co.

515 Park Avenue, Worcester, Mass.

Eclipse Roofing

FOR ALL
CONDITIONS OF
ROOF OR WEATHER

A
WATERPROOF—ODORLESS
ACID AND
FIREPROOF ROOFING

A perfectly high grade roofing. Reliable and durable. The cheapest kind of roofing, it excels all others in its powers of resisting all unfavorable weather conditions. Each roll contains sufficient nails and cement to securely fasten it in position.

Every up-to-date dealer should carry a stock of ECLIPSE ROOFING. It will increase the reputation of the one who sells it and will be found one of the most profitable lines.

Send for samples and descriptive circulars.

The Canadian Fairbanks Co., Limited

Montreal

Toronto **St. John, N.B.** **Winnipeg** **Calgary** **Vancouver**

Crescent Brand Hinges and Butts

Bright Steel, Japanned, Electro-Plated and Nickel Finishes

Registered

Is the other fellow pressing you hard for business ?

Chances are he is doing it with Crescent Brand Hinges and Butts.

Many of the successful fellows have chosen them exclusively—and they are well worth choosing too, being made for the trade that seeks the best, and who are governed by quality.

Can you risk handicapping your business with inferior goods, when the price is not lower ?

If your jobber does not keep them, we will fill your order.

Canada Steel Goods Company, Limited

Hamilton, Ontario

Leave the Money in the Country Wherein You Expect to Make Yours

Up to the Times

During our career of more than a third of a century we have always been leaders in the introduction of progressive methods. As a result, the quality of our goods is unquestionably the standard.

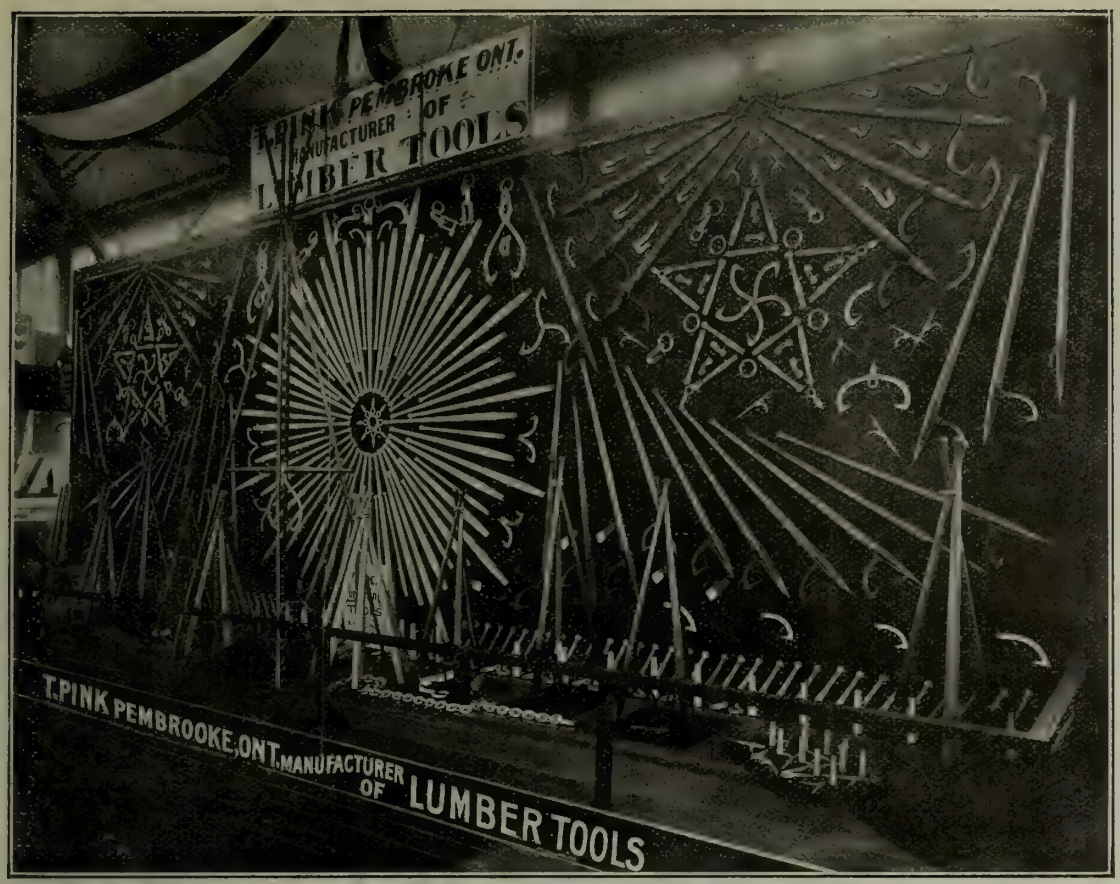
WIRE NAILS

Machine Screws, Iron, Brass and Copper Rivets and Burrs; Staples, Corrugated Fasteners; Stove, Sink, Tire and Sleigh Shoe Bolts; Bright Wire Goods; Wire—Bright, Coppered, Tinned, in coils and cut to lengths, etc.

All Jobbers Handle Our Lines

Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

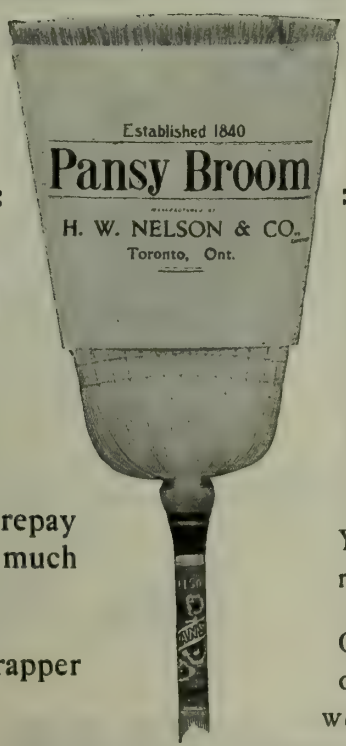
We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



THE "PANSY" BROOM IS A GOOD BROOM

and being made out of the best broom corn is one that will give compensation and repay seller and purchaser alike much more in satisfactory service.

Look for the individual wrapper every time.

Any new broom will sweep clean for a while but how long.

That's a question. Now one of our high class Pansy Brooms will outwear three of the common sort.

You want a broom that is the right style, weight and size.

One that is durable, springy and of the workmanship that will stand wear and tear.

"Buy from the makers."

H. W. NELSON & CO., Limited

TORONTO ONTARIO

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S A.

PEERLESS

The Fence that saves Expense

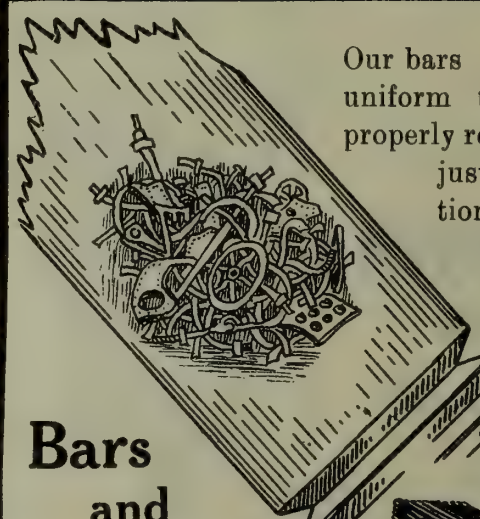
is made of No. 9 hard, springy, galvanized wire—and is held together by the famous ***Peerless Lock.*** Peerless Fencing seldom needs attention or repairs. Once up it stays. It gives perfect satisfaction to its users and, all in all, is the ***best fence for you to sell.*** Your customers will be better pleased with Peerless Fencing than with any other. Its genuine merit will bring them back for more, and bring you more trade. If you are a dealer who aims to sell goods that are trade-builders—that return good profits—we want to hear from you—we can tell you something to your interest. A postal is all that's necessary.

The Banwell Hoxie Wire Fence Co., Ltd.

Dept J. Hamilton, Ont.
Winnipeg, Man.

STRONGER

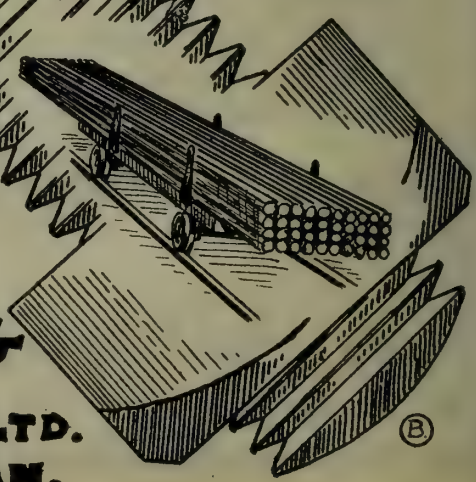
Than Stock-Weather and Wear



Our bars of iron are perfect and uniform throughout. They are properly rolled and chemically, are just of the right composition. There are no flaws and our experts have the secret of heating down to perfection.

Write us for quotations.

Bars and Bolts



LONDON ROLLING MILL CO., LTD.
LONDON, CAN.

Gray's Perfect

Blue Print Patterns

For Sheet Metal Work

The growing demand for these patterns proves their accuracy and time-saving features. They are made full size, on heavy blue print paper. The largest patterns can be transferred on metal in *two* minutes.

ELBOW PATTERNS

Made in two sets.

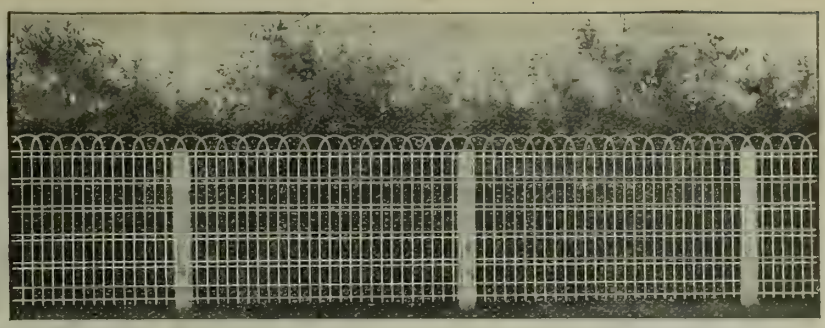
SET A—Comprising 80 patterns, developed on a sheet of 24x68 inches, sizes ranging from 1 to 20 inches, in two, three, four and five pieces. Price, $1.50

SET B—Comprising 80 patterns, developed on a sheet of 24x68 inches, sizes ranging from 20 to 40 inches. Price, $1.50

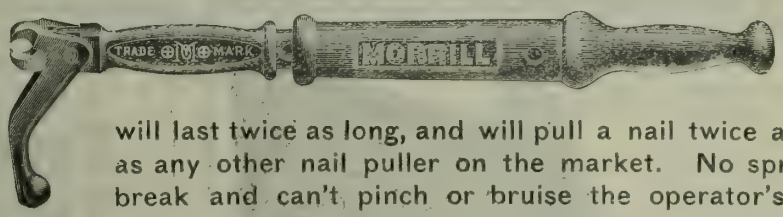
SETS A and B together, 160 patterns, with chart showing all the angles and degrees of same. Price - - $3.00

Information regarding Skylight Patterns, Metal Window Patterns and Miscellaneous Patterns will be given on application to

TECHNICAL BOOKS
10 Front St. East Toronto



PAGE WHITE FENCES **Get the Best.** Styles for Lawns, Farms and Ranches. Made of high carbon wire, galvanized and then painted white. Tougher and stronger wire than goes into any other fence. Get 1909 prices and illustrated booklet.
THE PAGE WIRE FENCE CO., LIMITED Largest fence and gate manufacturers in Canada.
WALKERVILLE TORONTO MONTREAL ST. JOHN VANCOUVER VICTORIA 223



This Nail Puller will last twice as long, and will pull a nail twice as easily as any other nail puller on the market. No springs to break and can't pinch or bruise the operator's hands.

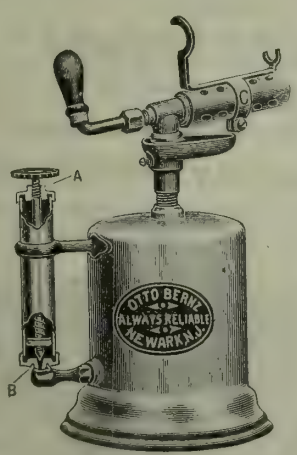
Chas. Morrill : : 271 Broadway, New York

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

"Always Reliable"

Gasoline Combination Blow Torches

(Patent Applied for.)



furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any jobbing house in Canada.

OTTO BERNZ
13th St., Newark, N. J.

STEP LADDERS

4 TO 12 FEET

Clear Norway Pine legs, hardwood steps, malleable iron clamp so that top step cannot come off. No strings or braces required. Also

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE, - - ONT.

CLINCH THE ARGUMENT

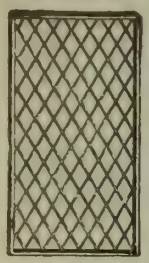
By explaining that Dillon Hinge Stay Field Fence is away ahead of all others. Nothing just like it. The hinge-in-the-stay relieves any strain on the strand wires. In a straight stay fence the laterals are always being broken by the weather, ice, snow, animals and from other causes. No fractured wires in our fence. It will stand any test or abuse because the strain is on the hinges only.

WRITE FOR OUR CATALOGUE

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

We make jail cells and gratings of every description.

"BUCO" GARDEN CULTIVATOR

HANDLE 4½ FT. LONG

Teeth are Oil Tempered and Tested Steel Springs adjustable to width Lossens soil thoroughly and cleans weeds out BY ROOT. The "Buco" has made a unique record for itself as a capital hand Cultivator and labor saver, and possesses real merit. It is nicely finished and a good seller where introduced.

Sold by Hardware Jobbers.

Manufactured only by

BAILEY-UNDERWOOD CO., LTD.
NEW GLASGOW, N.S.

ACME FLEXIBLE STEEL MATS

MATS SPECIALLY MADE TO FIT ELEVATORS and ENTRANCES.

Prominent features of ACME MATS:

Manufactured of best strip steel, which insures strength and durability. Galvanized finish, which insures non-rustability and attractiveness. Flexi ility, which insures convenience. Mesh of special design, which insures self-cleaning and a sanitary condition.

PAT. NOV. 3, 1903.

Manufactured by the

ACME STEEL GOODS CO., A good line for hardware jobbers and dealers

CHICAGO—2834-40 Archer Ave. NEW YORK—28 Elm Street.

A good profit to the dealer in handling our lines of

Tents, Awnings Tarpaulins, Sails Flags, etc.

WRITE FOR PRICES AND NEW CATALOGUE COMING OUT

Thos. Sonne, Sr.
93 Commissioners St., Montreal

"The Latest and Best"—"DOMINION SPECIAL" FIELD FENCE

MADE FROM SPECIAL GALVANIZED HIGH CARBON WIRE
Drawn at Our Own Mill Galvanized at Our Own Mill Woven at Our Own Mill
FROM THE WIRE ROD TO THE FINISHED FENCE.

ENTIRELY "A CANADIAN PRODUCT"

JOBBERS should not fail to get into line at once and handle this fencing, your customers throughout the country will specify some fencing to complete their spring shipment of heavy goods. ***IT HELPS YOU IN MAKING UP A CAR.***

RETAILERS will find this a profitable line to stock. Ask your jobber for "Dominion Special"

CONSUMERS who want the best value in fencing should insist on their dealer supplying "Dominion Special"

DESIGN No. 1155

Our facilities for shipping in "MIXED CAR LOTS" are unexcelled. Some dealers being unable to take into stock a straight car of any one product can take advantage of this by placing their order for a carload containing Barb Wire, Galvanized Wire, Oiled Annealed Wire, Coiled Spring Wire, Fence Staples, Wire Nails, and "Dominion Special" Field Fencing.

Dominion Wire Manufacturing Co., Ltd., Montreal

THE BARRY SUPPLY COMPANY

MANUFACTURERS' AGENTS

DOCK ST., - ST. JOHN, N.B.

Representing CANADA, BRITISH and AMERICAN MANUFACTURERS

Correspondence solicited from firms wishing to be represented in the Maritime provinces. Our salesman calls on all the trade.

Canada's Leading Metal Polish

Contains no acid or grit.
Preserves metals.
Works easily and quickly.
Imparts brilliant and lasting lustre.
Will not injure the hands.

Royal Polishes Company, Montreal

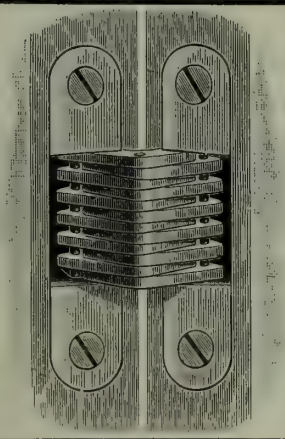
AGENTS:

Ottawa: General Supply Co., of Canada, Ltd.
Winnipeg: H. W. Glassco & Co. Vancouver: Wm. Erichsen & Son
Halifax: J. C. Calder Sherbrooke: E. H. Bowen
And all dealers.

An Entirely New Plan

Is observed in the building of

THE
SOSS INVISIBLE HINGE



It is something decidedly novel and attractive and as far ahead of the old style hinge as the electric light is in advance of the tallow candle. Neat, artistic, and as easy to apply as the ordinary butt hinge, it is strong and rigid and fully guaranteed, used on book cases, wardrobes, china cabinets, ladies' desks, lockers, pianos, etc.

Send for illustrated booklet

The Soss Invisible Hinge Co.
Limited
104 Bathurst St. - - Toronto, Can.

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

It is not easy to place fittings on the market that will stand every test. There are never any sand holes, flaws, or scamped parts about the

Diamond Brand Fittings

Always Reliable—Always the Same

SEE THE DIAMOND

Oshawa Steam & Gas Fitting Company, Limited, OSHAWA CANADA

RODGERS' Cutlery and Plate

NONE GENUINE unless bearing the TRADE MARK

James Hutton & Company

Montreal

Sole Agents for Canada

The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

Write for Particulars

CANADIAN GENERAL ELECTRIC COMPANY, Limited

Head Office, - TORONTO, ONT.

District Offices: MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, ROSSLAND

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

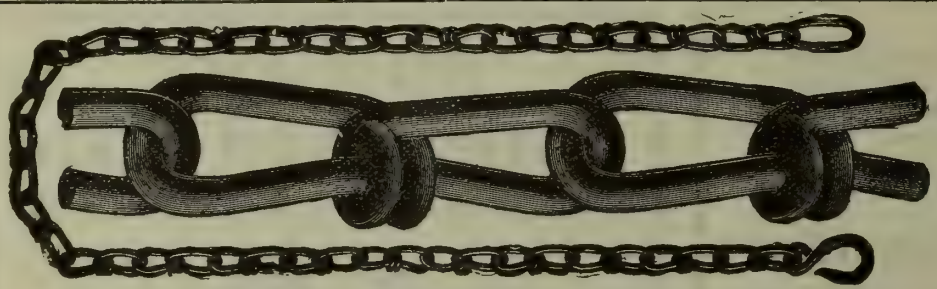
STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

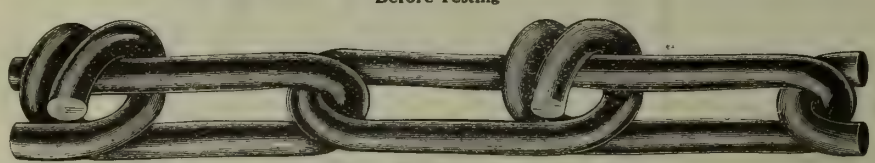
EVERYTHING IN WELDED CHAIN.

Write for prices — Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Before Testing



After a Test of 2315-lb. Strain

NEW PROCESS
Steel Wire Trace Chains

At this strain the links pulled into straight lines, but did not break.

All our chains are now made under the new process.

Every chain guaranteed.

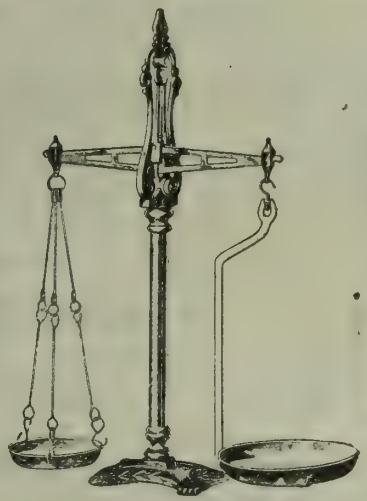
The B. Greening Wire Co., Ltd.
Hamilton, Ont. Montreal, Que.

A Chance — and No Rush

The live hardwareman is in close touch with the building trade and the demand for structural steel was never so strong as it is to-day. Get in line and close some business by seeing your local contractors and builders. Do not wait for the other fellow to come in and reap the profits. We will assist you with our high-grade steel beams, angles and channels, to close contracts. Our proposition will interest you.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

Imperial Standard Scales



This cut shows our

Standard Tea Scale

with **Brass Standard**
Brass Dish
and **Brass Plate**

No. 160—Capacity 7 lbs. Height of Standard 30 inches.
No. 161— " 12 lbs. " " 32 "

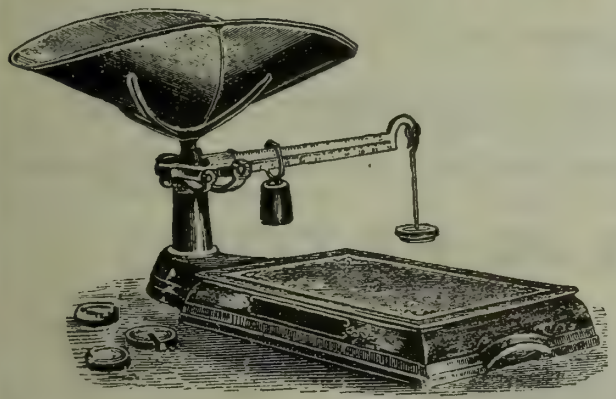
Other styles of Tea Scales are made. Also Grocers' Scales of all kinds, Butter and Meat Scales with porcelain plates, Butchers' Scales, Confectionery Scales, Druggists' Scales, etc. Nearly ***400 varieties of scales*** are made.

WRITE FOR PARTICULARS TO THE MANUFACTURERS

THE BURROW, STEWART & MILNE CO., Ltd.

HAMILTON

THE AYLMER



UNION SCALE

(Capacity, half-ounce to 240 pounds.)

THE BEST OF ITS KIND ON THE MARKET

This is an article no man should be without.

"AYLMER" on a scale means quality, the same as it does on a pump. All good customers demand quality, therefore handle Aylmer Pumps and Scales.

THE AYLMER PUMP AND SCALE CO., Ltd.

AYLMER, - ONTARIO

Western Representatives:

THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

Orders for 1/12 of a dozen or a car load are treated in the same way and greatly appreciated.

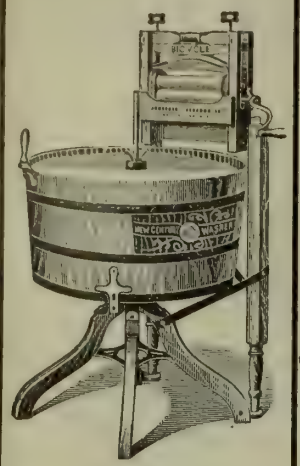
McDougall Pumps

Insure growth in your Pump business and "it is a good line, too, to handle," but be sure of your quality.

"Aremacdee" is a guarantee

The R. McDOUGALL CO.

Galt, Canada LIMITED



Not Cheap but Good

SIMPLY PERFECT

there has never been a time since Washing Machines have been on the market, that the

"NEW CENTURY" and "IDEAL"

were not the most satisfactory washers to sell.

They are worth many times the money paid for cheaper machines.

PERFECTLY SIMPLE

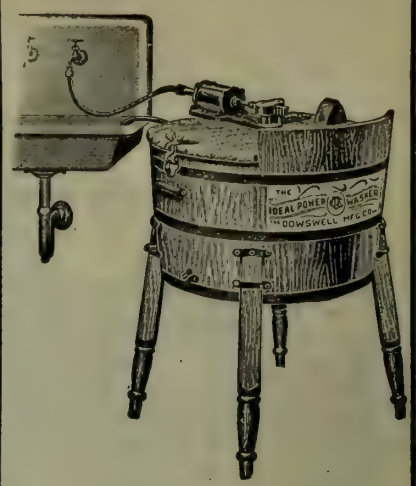
The Dowswell Mfg. Co., Limited

HAMILTON, - ONTARIO

AGENTS:

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.

Harry F. Moulden, 290 Garry St., Winnipeg, Man.



McKINNON CHAIN WORKS

ST. CATHARINES, ONT.

OUR SWELL

DESIGN PATENTED

WELD CHAIN

Especially Adapted for

Lumbermen's Loading and Logging Chains

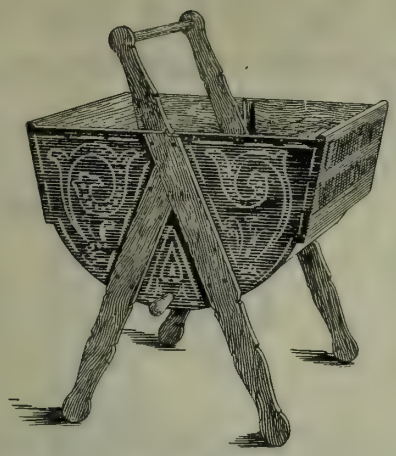
H. BOKER & CO.'S RAZORS

NONE GENUINE WITHOUT THE TRADE MARK TREE

Trade Mark

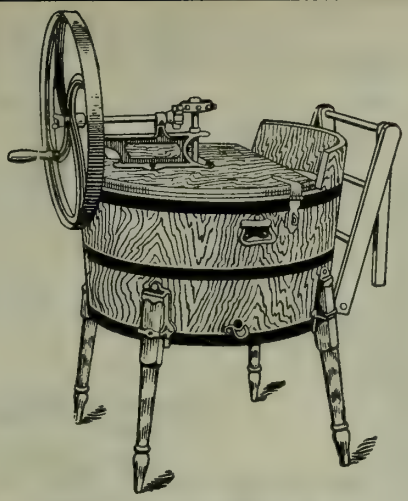
Razors are being offered to the Trade as Boker's Make without the Tree! Beware of such! Look for the Trade Mark Tree. Refuse all razors without the Tree as Boker's. It is your assurance—your customer's guarantee. Tree Brand Cutlery is a LEADER. Noted throughout the world for Quality Supreme.

For sale by Leading Wholesale Hardware Houses.



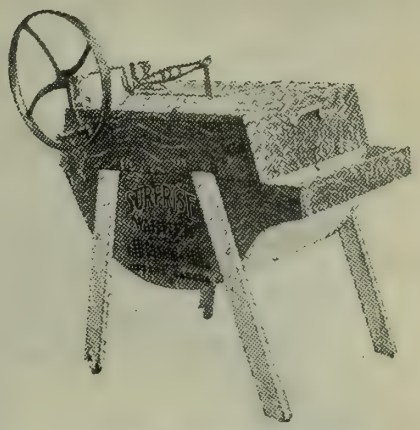
Connor's Improved Washer

This is the largest, strongest and most serviceable machine of this style made.



Winner Rotary

The dolly or dasher raises and lowers with each reverse motion. Made with roller bearings. Very easy to operate. Supplied with or without cog cover. Elegantly finished.



The Surprise Washer

has two rubbing boards each moving in opposite directions. Most all castings on this machine are malleable iron. All inside parts are tinned.

MANUFACTURED BY

J. H. CONNOR & SON, LTD.,

OTTAWA, - ONT.

Manufacturers
Washing Machines and Clothes Wringers

McDonald Adjustable Pipe Elbow Pattern

The machine here illustrated will enable any person of ordinary intelligence to lay out in a few seconds a mitre for any elbow from zero to 90 degrees in any number of pieces, and for any diameter of pipe from 3 to 30 inches. Absolutely no trimming required. Write for descriptive circular and prices.

Correspondence from agents and jobbers solicited.

Address

W. H. JOHNSTON, NEW GLASGOW, N.S., CANADA

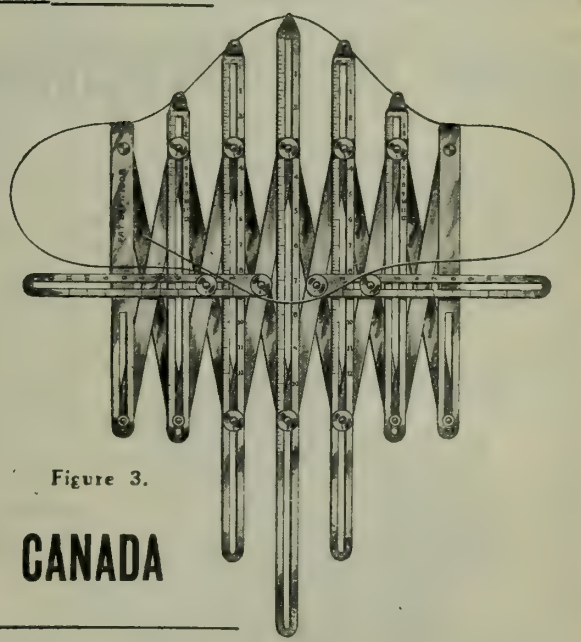


Figure 3.

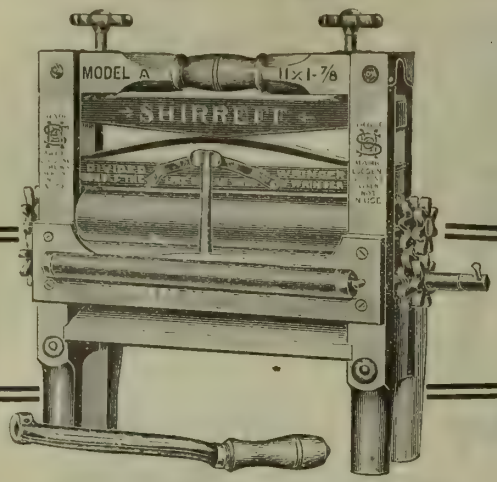
The Toronto Plate Glass Importing Co., Limited

HILL & RUTHERFORD, Managing Directors.

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

A Selling Argument



that always hits the mark is what distinguishes

SHIRREFF'S DIVIDED WRINGER

from all others. It is the central dividing bar which causes the rubber rollers to wear evenly along their whole surface. This gives them double the life of ordinary wringers, as the rollers of ordinary wringers soon wear out in the centre.

Wite for List and Discounts

THE SHIRREFF MANUFACTURING COMPANY
Limited
Brockville, Ontario

Bone Cutters

This is a favorite size. We make other sizes, from

Small Hand

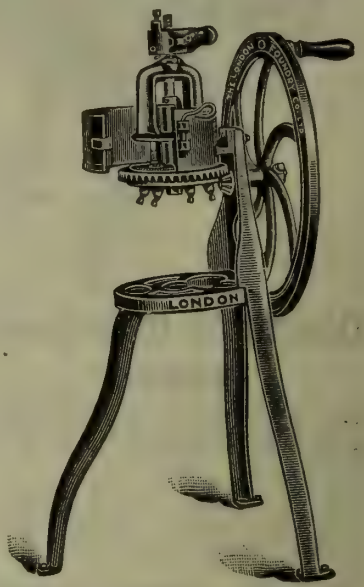
to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.

Send at once for catalogue and prices.



Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Tar vs. Asphalt.

Write for leaflet containing reproduction of an article in Ottawa Citizen telling Ottawa's experience in the use of tar macadam and explaining why asphalt pavements will be laid there in future. As the relative merits of the tar and asphalt are same in roofing as in paving this article should be read by every dealer in prepared roofing.

Brantford Asphalt Roofing

A pure wool felt roofing completely saturated with pure Asphalt.

BRANTFORD ROOFING CO., LIMITED

Brantford, - - Canada

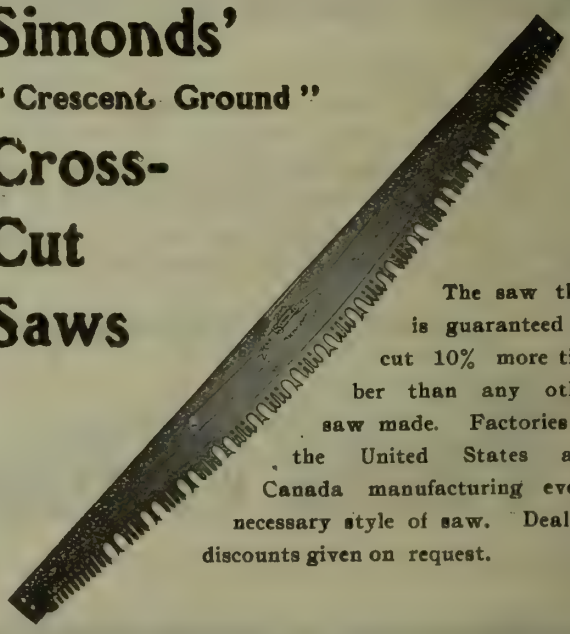
SELLING AGENTS:

Montreal Branch - - -	327 St. James Street, Montreal, Que.
General Supply Co. of Canada, Limited	219-221 Bank Street, Ottawa 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co. - - - - - - - - -	Sherbrooke, Que.
Fleck Bros., Limited - - - - - - - - -	Vancouver, B.C
Imperial Export Co., - - - - - - - - -	Toronto, Ont.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Vancouver, B.C. **St. John, N.B.**

PRICE
$12.50, List

FOX Shovels

Patented

FOX Spades

PRICE
$12.50, List

Same Price as *Other Fourth Grades*

BUT
The Best

Forged without weld from **one** piece of high carbon steel.
Tempered very carefully in oil.
Solid neck, straight socket for handle.
Thick centre to blade where the wear and strain comes.
The hang is just right, and the finish perfect.

Write for Catalogue

In ordering ask for the new idea **"Split D. Handles"**

Canadian Shovel and Tool Co., Limited
Hamilton, Canada

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

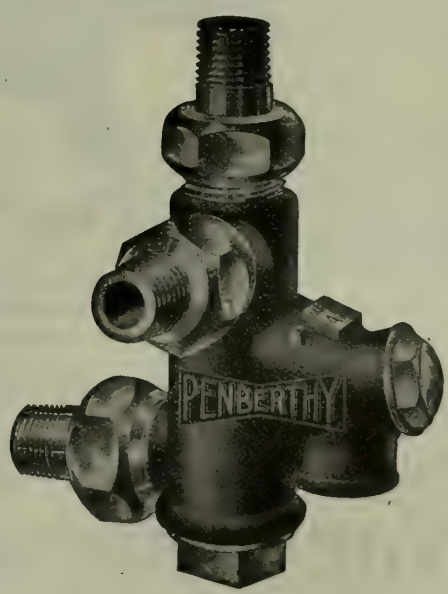
CUSTOMERS ASK FOR THEM

THAT'S WHY YOU SHOULD SELL THEM

Penberthy Injectors are the recognized standard all over the world. Of course there are imitations. All good things are imitated. The way to find out the difference between the Genuine Penberthy and its imitators is to compare them in the following manner:

EXAMINE THE WORKMANSHIP.
NOTE THE QUALITY OF METAL.
TEST THEM ON HIGH STEAM.
TEST THEM ON LOW STEAM.
TEST THEM ON LIFT.
TEST THEM ON CAPACITY.

GENUINE



COMPARE YOUR RESULTS !

You will see the reason why everybody says:

"I WANT A GENUINE PENBERTHY" *" THEY ALWAYS WORK "*

Manufactured by

Penberthy Injector Co., Limited, Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
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The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

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PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
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Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

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TRADE MARK

NINE LIVES

X CELLS are the only Dry Cells which show NINE LIVES.

You'll make money in handling them. All standard sizes.

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FEED COOKERS.

FEED COOKERS

A good line to handle. Write us for full particulars and prices.

James & Reid, Perth, Ont.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

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Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
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GALVANIZING AND TINNING
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Headquarters for Sprayers

Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.

Manufactured by
THE COLLINS MFG. CO., TORONTO.

HARDWARE SUPPLIES.

The TRADE KATIE MARK Foundry
GALT, ONTARIO

Municipal Supplies
Sash Weights
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COULSON AND BLAIKIE
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We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.

Our connection is with the Wholesale Hardware Trade

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Manufacturers' Agent and Metal Broker,
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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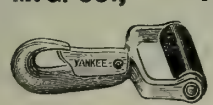
No. 858—Sizes, 1¼, 1½, 1¾, 2 in.



The best "Snap" for the Breast Strap.

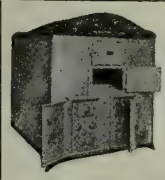
"YANKEE" ROLLER SNAP

Are you interested in any of the lines that are advertised?

A postcard will bring you price list and full information.

Don't forget to mention HARDWARE AND METAL.

PORTABLE OVENS.



BAKERS' OVENS
Cut shows the "Hubbard" Patent.

There's good money supplying the local baking trade with our line of Baker's supplies.

Write us for prices.

The Warren Mf'g. Co., Limited
Toronto, Ont. Phone M. 274

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.

SHELF BRACKETS.

Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

Atlas Mfg. Co., New Haven.

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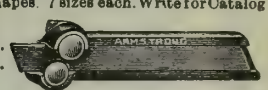
ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalog



Armstrong Bros. Tool Co.
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CHICAGO, U.S.A

VENTILATORS.

Money in Ventilators

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**

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WIRE WORK.

CRESCENT WIRE AND IRON WORKS.
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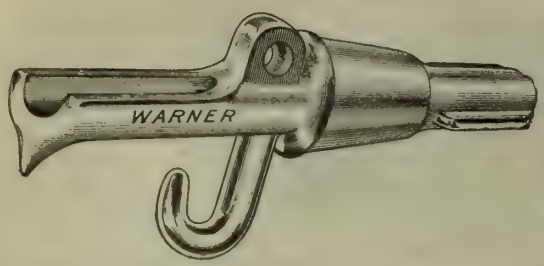
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

PARTRIDGE & SONS, Proprietors.

The Warner Sap Spout



Produces More Sap than any other make

"Runs Sap Early and Late"

Strongly made of Malleable Iron—will not break.
No rossing of the trees necessary—no injury to the bark.
The construction gives it a greater sap saving capacity than any other spout.
No wind or weight of sap in the bucket can pull the spout out of the tree.
It does not leak and is easy to insert and just as easy to remove.

Takes a 7/16 Bit

Write for Sample and Prices.

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A FULL LINE OF

20TH CENTURY

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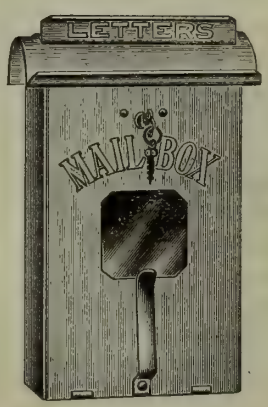

No. 2

No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

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We do not sell to Mail Order Houses.

DISSTON SAWS

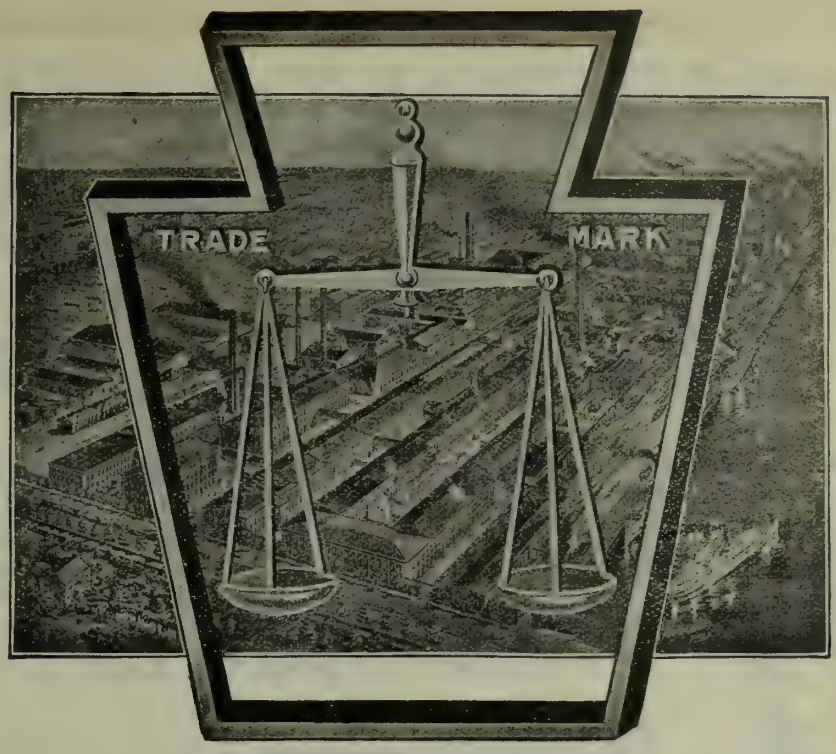
BACKED BY THE
DISSTON SAW WORKS
AND BY THE
DISSTON METHOD
of manufacturing

THIS BRAND
ON SAWS AND TOOLS

will continue to be recognized in the future as in the past

SIXTY-EIGHT YEARS

as a guarantee of Highest Quality and Efficiency.



HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.

We supply the following goods on consignment, freight prepaid:

Success Manure Spreaders
Walking Plows of every description
Single and Double Riding Plows for Ontario and the West

No. 21. General Purpose Plow

Grain Grinders, Disc and Drag Harrows. Also supply at 6 months' dating: **"Leader" Scufflers**
Pulpers, Agricultural Wheelbarrows

These goods can be and are being profitably handled by many of the leading hardware men. We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*

SECONDARY GENERATORS
OR
BELL RINGING TRANSFORMERS

For 100-125 volts, 60 cycles, A.C. Current. Don't keep renewing your batteries, but use this practical substitute. No changes in wiring necessary.

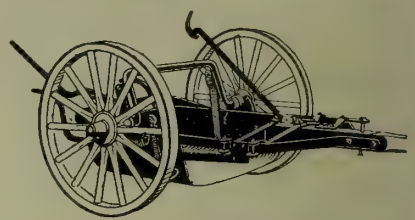
UNDERWRITERS' APPROVAL

The R. E. T. Pringle Company, Limited

WINNIPEG MONTREAL

Wheelbarrows
Road Scrapers, Wheel and Drag
Trucks Of Every Description

For Railway Contractors, Gardeners, Coal Dealers, Cement Workers, both Wooden Tray and Steel Tray.



SELLING AGENTS: Alexander Gibb, Montreal; Bissett & Loucks, Winnipeg; John Burns, Vancouver.

THE MEAFORD WHEELBARROW CO., Limited

MEAFORD, - ONTARIO

Pocket Knives Razors Scissors

REGISTERED TRADE W TRUE MARK CELEBRATED

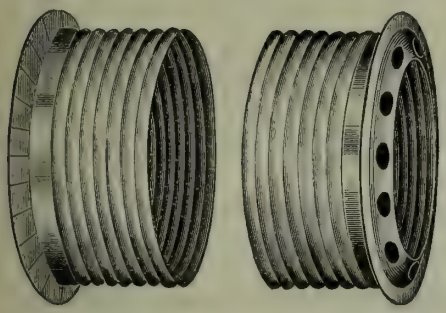
TRUE BRAND CUTLERY.

Every piece guaranteed by

E. F. Walter & Co.

166-168 McGill Street,
MONTREAL

O.K.
Adjustable Thimbles



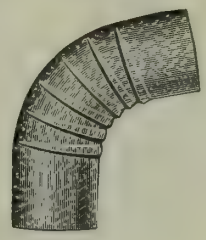
are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

Galvanized Conductor Elbows

PLAIN ROUND
or
CORRUGATED
Made in all angles.



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Eavetrough, Conductor Pipe, Ridge Roll, Valley, and all Tinner's Supplies.

E. T. WRIGHT & CO., - HAMILTON, CAN.

IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.

Letters

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White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.
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GREAT SELLERS

Royal Oak Refrigerators

This line represents perfection in refrigerator construction. The walls consist of light, tightly packed layers. First, the outside case of thoroughly kiln-dried oak or ash, then a layer of insulating sheathing, an air space, another layer of insulating sheathing, a packed layer of mineral wool, another layer of insulating paper, then lumber seven eighths of an inch thick, then the inside lining of Galvanized Sheet Steel or Porcelain or Opalite as the case may be. Couldn't be more honestly constructed, could they? Result—proper refrigeration, ice economy. It'll pay you to handle such an excellent line. Catalogue on request.

SANDERSON-HAROLD CO., Ltd.
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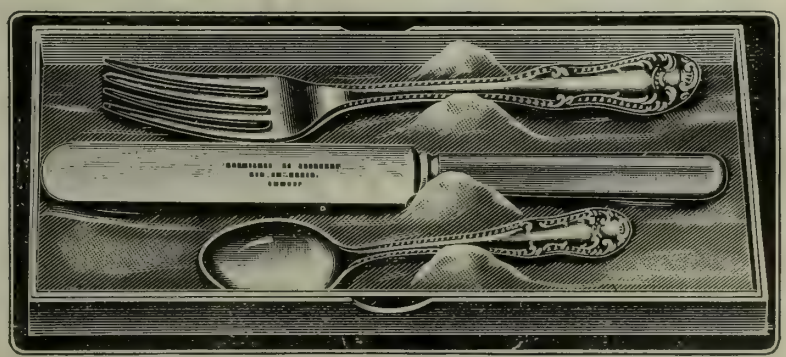
A DAINTY SET FOR THE LITTLE ONES

Spoon and fork have high grade nickle silver base.

Knife is made from the best English cutlery steel.

Three pieces in neat, tasty, satin-lined box—all heavily plated with pure silver, making them very durable.



The McClashan, Clark Co., Ltd.
Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

Auto Spray

Compressed-Air Automatic

Best hand sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

CAVERS BROS.

Manufacturers, - GALT, Ont.

GALVANIZED SHEETS

"LA BELLE"

THE MOST PERFECT AND RELIABLE SHEET ON THE MARKET

Drummond, McCall & Co.

MONTREAL AND TORONTO

NOVA SCOTIA STEEL & COAL CO., Limited

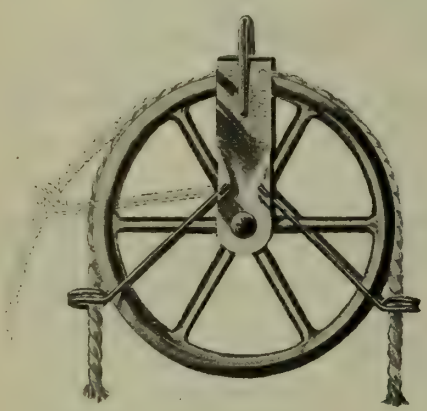
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



A Child Can Operate the "Rollston Easy" Pulley

It has many decided advantages over other and smaller clothes line pulleys. Its strong features are

LARGE WHEEL. STEEL YOKE. ADJUSTABLE GUARDS. SUSPENDING LINK.

In two years it has won wide recognition and a demand has been created for it in every quarter. Made in two finishes—galvanized and japanned—it is a sure seller and an article that you can successfully push.

Write for terms.

ROLLSTON HARDWARE CO., = = VANCOUVER, B.C.

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BY PAUL N. HASLUCK

Practical handbook for the sign writer, giving concise information on the general principles of the craft. Contents are:—Formation of Letters, Stops, and Numerals; Sign Writer's Outfit; Making Sign Boards and Laying Ground Colors; Simpler Forms of Lettering; Shaded and Fancy Lettering; Painting a Sign Board; Ticket Writing; Poster Painting; Lettering with Gold, etc.

Price 50 Cents.

TECHNICAL BOOKS, - 10 Front Street East, TORONTO

The FOUNTAIN Sprinkler

NOT merely a round box with holes punched in it to let the water out —BUT a perfect Lawn Sprinkler.

NOT merely a group of straight round streams working with mathematical precision—BUT a natural shower of spray.

The Sprinkler with the "MIST LIKE SPRAY."

No other Lawn Sprinkler can produce the beautiful—The perfect results like the "FOUNTAIN."

The name "FOUNTAIN" is plainly marked in raised letters on the bottom of every Genuine, Original FOUNTAIN Sprinkler.

When you think of Lawn Sprinklers — Think FOUNTAIN
When you buy Lawn Sprinklers — Buy FOUNTAIN
And insist on getting the FOUNTAIN
Stick to the Sprinkler you KNOW is right.

Do you want a sample for comparative test. Post paid to any dealer at the wholesale price.

THE STANDARD STAMPING CO.

Marysville, Ohio, U.S.A.

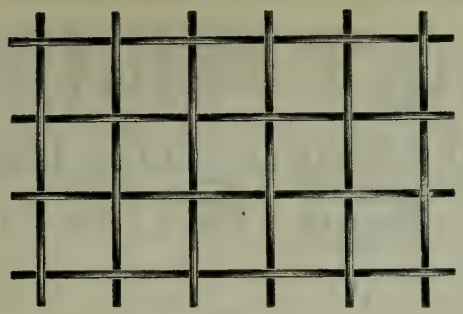
Shoe Your Horses Without Nails

The Shaffer Nailless Horse Shoe saves over half in shoeing bills. Put on as easy as your own shoes. Taken off while horse is in stable or pasture; saves their wear while not in use. No need going to horse-shoeing shop. All **present diseases of the hoof cured** by their use. Far ahead of the nail-to-the-hoof-shoe as the self-binder is ahead of the cradle.

Thousands in use, endorsed by leading Veterinarians. For price and particulars, address

National Nailless Horse Shoe Co., Dept. H
20th and Commerce Sts., Philadelphia, Pa.

Tell Them You Saw it in Hardware and Metal.
The Advertiser Will Appreciate It.



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Sand Screens
Coal Screens
Cinder Sifters
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Grain and Seed Cleaning Machinery
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Galvanized and Re-galvanized Cloth
Wire Lathing
Window Protection
Malt Kiln Floors
Woolen Mills
Smoke Stacks
Mining Screens
and for all purposes.

The B. Greening Wire Co., Ltd.
Hamilton, Ont. Montreal, Que.

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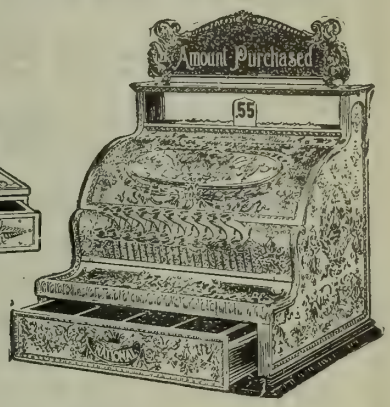
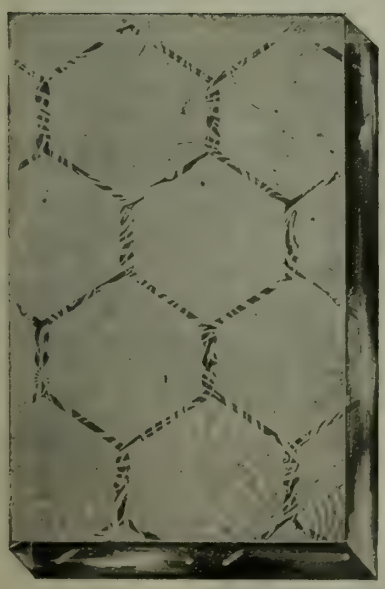


Ask the Man Who Has One!

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

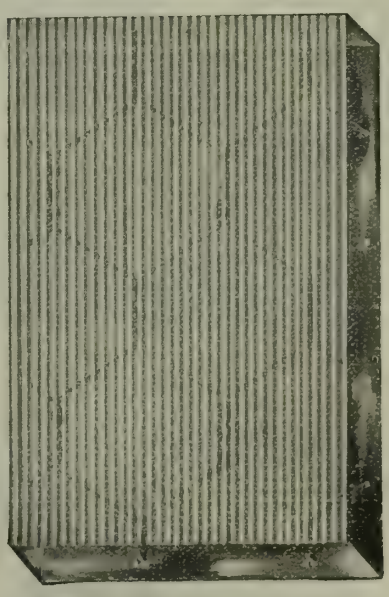
WIRE GLASS



A RELIABLE FIRE RETARDENT

Wire Glass is recommended by all prominent fire engineers and underwriters and is essentially necessary in order to obtain minimum insurance rates. We can supply Wire Glass in all its forms. **Rough, Ribbed, Maze, Muranese, Polished** and **Prismatic.** Insures safety because it stops fire, draft and smoke. TIME and actual service have demonstrated its value.

WRITE FOR PRICES



THE HOBBS MANUFACTURING CO., Ltd.

Factories and Warehouses :

WINNIPEG **LONDON** **TORONTO**

Our Manufacturing Facilities

Represent Sixty-one Years of Obeying the Call: "Wanted --- More Goods with the Name 'McClary' on"

A Nine-Acre Floor Area

Sixteen and one-half acres of London, with additional branch plants, is the domain in which we transact business, in which we hold the confidence of dealers all over Canada.

In the Enamelware Plant, wherein are produced "WHITE" WARE, "CANADA" WARE, "IMPERIAL" WARE, and an assortment of lines which it takes a three hundred and fifty-two page catalog to describe, we require a floor area of nine acres, with a great big sprinkling of humanity.

Every stage in the procedure of tinware or enamelware making is the result of careful study and perfect-working dies, ovens, etc.

We do every bit of the work ourselves. That is why we are emphatic about the genuine value of our guarantee.

Famous Stoves Known Everywhere

In our Stove Plant we have a floor area of seven and one-half acres. Here are produced the FAMOUS line of stoves and ranges known and sold in nine provinces.

This plant is ideally laid out, the minimum amount of time and cost following every procedure from the melting to the mounting.

The air in the shops is drawn away every few minutes, being then clarified and re-circulated.

How Orders Are Influenced

Some dealers may think these facts have no bearing on the selling value of our goods. That is just a great big mistake.

An artisan is not complete without his tools. A company is not complete without its facilities.

A Comparison and a Moral

A good artisan with poor tools is no better than a poor artisan with good tools. Likewise a company.

But when we start an artisan off with right tools, or a company with the right manufacturing facilities, we have got the necessary start on the Road to Pleaseville.

The brains that must back manufacturing facilities up — that we will look into next week.

So Point No. 1 in favor of a dealer purchasing McClary products is The Capacity and Exactness of McClary Manufacturing Facilities.

McClary's

London **Toronto** **Montreal** **Winnipeg** **Vancouver**
St. John, N.B. **Hamilton** **Calgary**

WE WORK with THE TRADE

The live dealers in every town are the ones who are hustling after business in

Safe Lock Shingles
Acorn Quality Corrugated Sheets
Classified Metal Ceilings

and our other trade winning Sheet Metal Building Goods.

Are you working with us? If not, you are losing golden opportunities to make money without investing anything except a small part of your time and energy. You sell from our Catalogue, and have the assistance of our experienced salesmen, backed by widespread advertising in the papers your customers read. And you can stand behind our goods because we stand behind you.

GET BUSY! CANVASS YOUR DISTRICT! BECOME BETTER ACQUAINTED WITH YOUR FARM TRADE AND ADD PERMANENT CUSTOMERS TO YOUR LIST. REMEMBER THAT EVERY SQUARE OF OUR GOODS YOU SELL OPENS UP POSSIBILITIES FOR EVERY LINE YOU CARRY. WE CAN HELP YOU TO DEVELOP YOUR BUSINESS. WRITE US FOR SUGGESTIONS.

The METAL SHINGLE and SIDING CO., Ltd.

PRESTON, ONT. and MONTREAL, QUE.

SALES AGENTS—

St. John, N.B., Emerson & Fisher, Ltd.
Toronto. G. P. Breckon.
Winnipeg. Clare & Brockest.
Calgary, Ellis & Grogan.
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Useful and Ornamental

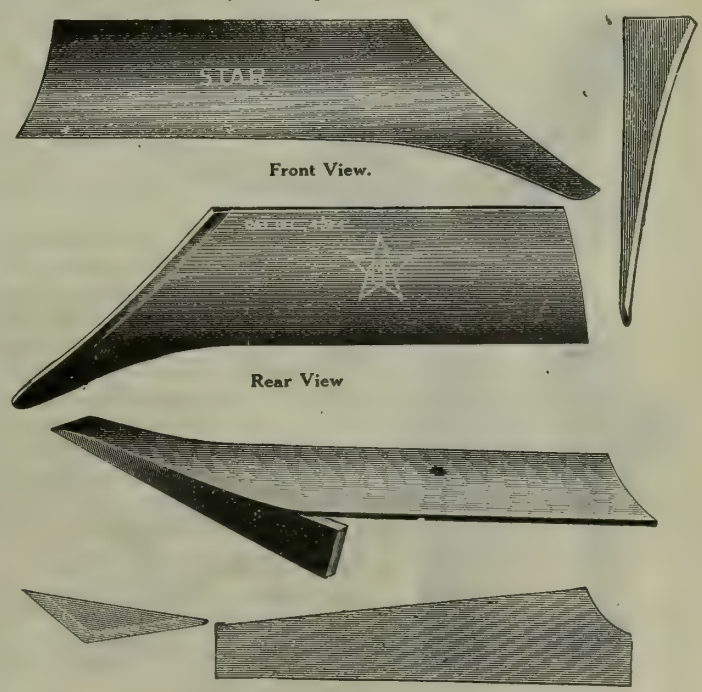
BUFFALO LINE OF CUSPIDORS

They come in polished brass or nickel-plate, and are neat, attractive and necessary articles. Made extra heavy, with cast brass breast. This is only one of our representative lines. Our catalogue will tell you all about the others. Send for it to-day.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co., 51 Yonge St., Toronto.

Blacksmiths buy these goods of HARDWARE DEALERS in many cases, and most Hardware Stores carry them to accommodate such trade. The STAR PLOW SHAPE blanks are the kind, which by special pattern and shape, are most attractive to them. See your blacksmith customers, choose your JOBBER from



Front View.

Rear View

C. Kloepfer. ... . Guelph, Ont.
Jas. Cowan & Co.....London, On.
Wilkinson & Kompass . Hamilton, Ont.
J. H. Ashdown Hdw. Co Winnipeg, Man.
Ross Bros ....Edmonton, Alta.
Wilkinson, Kompass & Hawkey, Ltd..... Winnipeg, Man.
Miller-Morse Hdw. Co ...Winnipeg, Man.
Geo. D. Wood & Co.....Winnipeg, Man.
Marshall Wells Co ..... Winnipeg, Man.
D. Ackland & Son ..... Winnipeg, Man.

Kindly send one of them an order.

STAR MFG. CO., Carpentersville, Ill., U.S.A.

LONG LIFE METALS

Copper Hardened

SWASTIKA

LONG LIFE

Copper Hardened

BABBITT

Best Babbitt Value in the World.

Copper Hardened

LONG LIFE METALS

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure Grade High, Price Low. 25c. lb. *Write for Booklet*

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

The latest improved and most satisfactory awning for low store fronts or for fronts with prism glass is

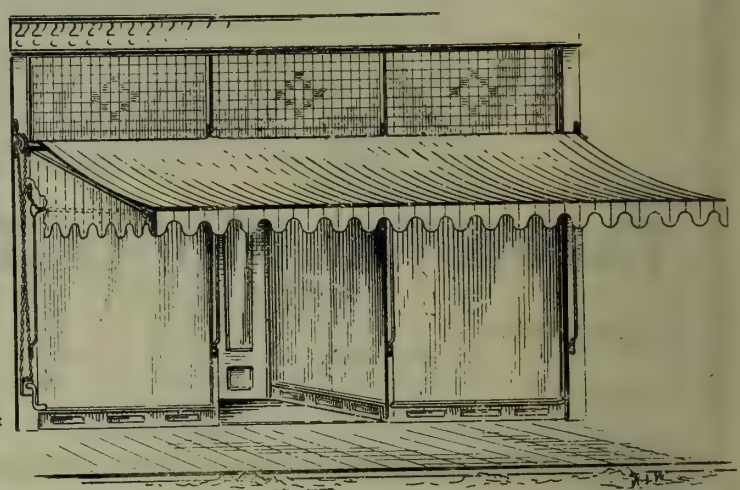
Bartlett's

Diamond Arm and Steel Roller Awning

It is the only satisfactory Diamond Arm in existence

ASK FOR PARTICULARS

WM. BARTLETT & SON, 20 Adelaide St. West TORONTO



Established 1820

F. JOYCE & CO., LTD., LONDON, ENG.

ears and Years of Work Towards Perfection

has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. ECONOMY IN MANUFACTURE the sifted experience of generations enables us to lay down at your store CARTRIDGES that give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER

WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

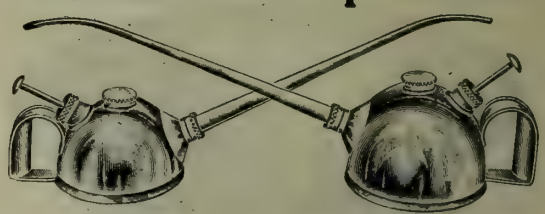
To a BRAINY man of business sense, that settles all argument.

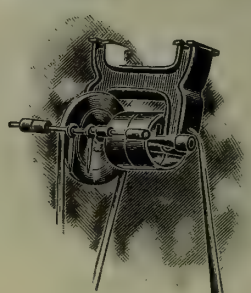
MADE FOR ALL STANDARD GUNS

J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

For F. JOYCE & CO., LONDON, ENG.

Howland Pump Oilers





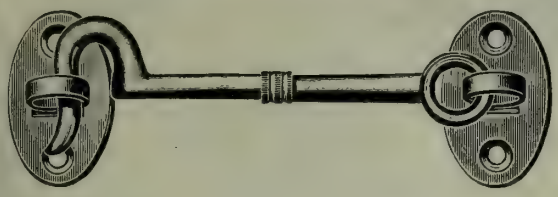
For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois, U.S.A.

CABIN OR HALL HOOKS



Inches

2
2½
3
3½
4
5
6

CAST BRASS

are now made in Canada in 7 sizes. We furnish either hand turned, or buffed finish. The prices are such that they can easily be used on moderate, as well as better class work.

Ask Mr. Jobber for these or write us for particulars

Brass & Steel Goods, Limited

BELLEVILLE - - - - - - ONTARIO

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
Starting in Business.

SEND $1.00 TODAY, and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

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10 Front St. E., Toronto, Canada

Every Little Bit Helps!!

Mr. Hardware Man,—Don't you often find that the "little sales" of the day are a big feature in the day's receipts and are often the lever to larger sales?

The Kaiser Wax Pad and Iron Cleaner

is a "little thing"—retails at 10 cent—but it is a household necessity, something entirely new on the market, a quick and big seller, with a good profit.

Every housekeeper dreads ironing day, especially so when she has a lot of shirt waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high-grade finish, equal to first-class laundries. She of course asks the dealer for advice—in return he offers her the common wax—She knows it is impossible to do good work with the common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—THERE SHE IS SURE TO DO HER BUYING—AND LEAVE HER ORDER FOR OTHER THINGS.

A post card to any of our Canadian agents or direct will bring a sample of this great little business getter.

PATENT APPLIED FOR

500 Circulars Packed in Each Gross.

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

Dept. 54

Manufacturers' Agents calling on Hardware trade wanted in all unrepresented distributing centres of Canada.

Canadian Agents:—Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co, St. John, N.B.
W. A. James, Vancouver, B.C.
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SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

Atkins Silver Steel

Segment Ground

Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

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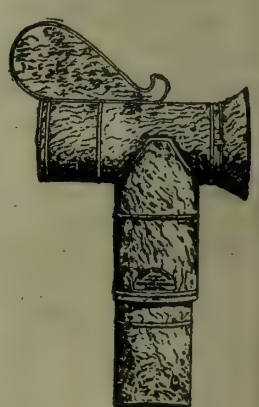
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Lachine, June 5, 1903.

The J. W. Harris Co., Limited, Montreal.

Dear Sirs,—Your system of ventilation installed in our Convent has given us absolute satisfaction.

Yours respectfully,

Sister Marie Pacifique, Gen. Eco. Sisters of Ste. Anne.

Made by

The J. W. HARRIS CO., Limited

CONTRACTORS

Montreal

ANYTHING
IN
STEEL
OR
WIRE

We manufacture over 1000 commodities of steel and wire, and if you use any we should be pleased to receive your enquiry.

UNITED STATES STEEL PRODUCTS
EXPORT CO.
MONTREAL

THE
J.M.T. INJECTOR

Superior in many respects to the ordinary injector.

J.M.T. Injectors are guaranteed to work under the highest pressure limits—low at 20 lbs., high at 220 lbs.

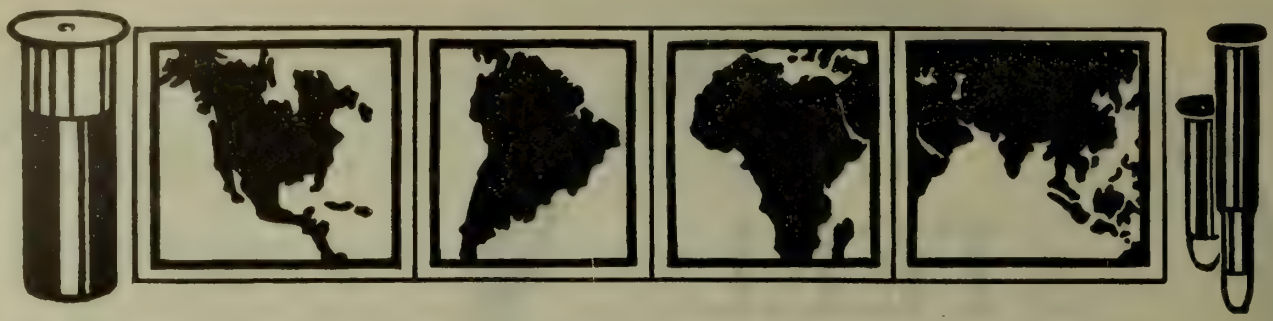
Lifts water at longest limit and delivers to boiler at highest temperature.

Has improved drain valve permitting instant release of any accumulation of water to prevent freezing in cold weather. Also useful as a source of supply for hot water.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

SIMPLE EFFICIENT RELIABLE

The **Jas. Morrison Brass Mfg. Co., Limited**
93-97 Adelaide St. West Toronto



BEHIND EVERY SUCCESS IS A PURPOSE. Ours is to make the best ammunition in the world. Yours is to sell the best ammunition.

Our purpose reaches across the Atlantic to get the finest smokeless powders made. We will go to the ends of the earth to get the best metal, paper, ingredients, machinery and experts.

You have only to reach to us, to sell the best ammunition. Your success is worth a post card.

Cartridges of every size, for every make of arm. The four famous, perfect shells.

DOMINION CARTRIDGES (Sure Fire)

Regal Shells	Imperial Shells	Sovereign Shells	Crown Shells
(Ballistite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

KEMP'S

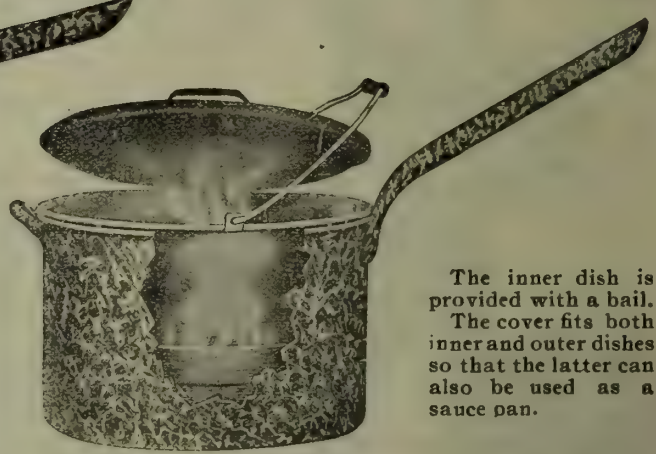
Patent Steam Cereal Cooker

Retinned Covers

So many people say they cannot eat oatmeal, but Kemp's Steam Cereal Cooker helps over the difficulty. The kernels are expanded by the steam circulating over them, making them tender, delicious and readily digested.

Nos.	103	105	135
Quarts (Inside Dish)	3	5	3 and 5
Per Dozen	$20.00	$22.00	$27.00
Case Lots, Dozen	1	1	1

Improved Steam Cereal Cooker



The inner dish is provided with a bail. The cover fits both inner and outer dishes so that the latter can also be used as a sauce pan.

Nos.	104	106	108
Pints (Inside Dish)	4	6	8
Per Dozen	$13.50	$17 50	$22.00
Case Lots, Dozen	1	1	1

Write for Discount

KEMP MANUFACTURING COMPANY, Cor. Gerrard and River Streets, Toronto, Canada

THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

The Business Man and Law Reform Bill

How the Merchants of Ontario Will Benefit by the Provisions of the New Measure—The Wider Jurisdiction of County Courts as Proposed and as it is To-day—Curtailment of the Number of Appeals—The Contract System Between Client and Lawyer as to Costs Sanctioned—Other Features of the Bill.

As long as law governs all men are subject to it. They cannot get away from its provisions much as they would like to, owing to its costly character, vexatious proceedings, tedious delays, irritating appeals and uncertain results. The trouble hitherto has been that many a business man has chafed under a palpable injustice or silently suffered gross wrong because he did not care to rush into litigation. In the first place, he had no definite idea where an action once begun, would terminate, and in the second place, the expense involved is of such an uncertain nature that the costs of the court, not to speak of solicitor's fees, have financially crippled many an otherwise prosperous and peaceful citizen, who has sought to keep out, of, but has been drawn into, the legal maelstrom.

Reforms are frequently agitated for years before they are realized, but, after public attention and interest have been aroused and various Associations have taken up the matter, a law relief measure has at last been introduced in the Ontario Legislature by Hon. J. J. Foy, Attorney-General. The bill has not been printed as yet and will not be specifically discussed and its various details considered in the House until it comes up for its second reading.

It is, however, only natural that any reform of the law which promises to curtail appeals and legalize legal business with a consequent lessening of lawyers' costs, should receive criticism from at least a portion of the legal fraternity. The measure introduced by Mr. Foy, on the other hand, ought to be that much more valuable from the ordinary litigants' standpoint. So far as at present understood, it should produce a simplification of the law that is highly desirable.

Four Main Features.

Stripped of their legal phraseology the main features of the bill are :

The abolition of appeals to the present divisional court.

Limitation of appeals to Privy Council.

Increased jurisdiction for county and district courts.

Contracts between solicitors and clients made possible.

Two branches of supreme court of judicature established to embrace divisional courts.

The question naturally arises what benefit or advantage will the proposed alterations be to business men.

Mr. Foy, the accredited framer of the document, was seen by a representative of this paper. The Attorney-General said that he had been an exceptionally busy man with the measure and had been besieged by so many interests, legal and otherwise, that he was not able to partake of his meals without interruption. He added that he had not a word to say in defence or criticism of the bill and would offer nothing in the line of comment until it came up for its second reading. Mr. Foy firmly, but politely, declined to state whether or not it would afford relief to merchants who may find it necessary to go into the law courts.

No Division Court Changes.

There is no change made in the Division Court, and its powers remain the same. These are : (a) All personal actions where the amount claimed does not exceed $60. (b) In any personal action if all the parties consent thereto in writing and the amount claimed does not exceed $100. (c) All claims and demands of debt account or breach of contract or covenant or money demand, whether payable in money or otherwise, where the amount or balance claimed does not exceed $100. (d) All claims for the recovery of a debt or money demand the amount or balance of which does not exceed $200, where the amount or original amount of the claim is ascertained by the signature of the defendant (or of the person whom as executor or administrator the defendant represents). The accrued interest upon any such claim is also included.

The Ontario Retail Hardware Association is seeking an amendment to the present act, whereby accounts under $25 may be collected by garnishment and accounts under $10 may be collectable before a magistrate. Mr. Foy has promised to give the request careful consideration.

Section 180, Chap. 60, R.S.O., 1897, now says : "No debt due or accruing to a mechanic, workman, laborer, servant, clerk, or employe, for, or in respect of, his wages or salary, shall be liable to seizure or attachment under this act or any other act relating to the attachment or garnishment of debts, unless the debt exceeds the sum of $25, and then only to the extent of the excess."

Section 181 reads : "Nothing in the next preceding section contained shall apply to any case where the debt has been contracted for board or lodging, and in the opinion of the judge, the exemption of $25 is not necessary for the support and maintenance of the debtor's family, or where the debtor is an unmarried person having no family depending on him for support, and the debt was contracted on or after the 23rd day of March, 1889."

County Court Powers.

The jurisdiction of the county courts has been greatly extended and under the terms of the new bill county and district judges will have a great deal to do. Their positions will be much more responsible and their duties more onerous. This is a change, which, in the opinion of many, will benefit the business man and, while the advances are not as great as some may have desired, still a half a loaf is better than no bread.

The changes in brief are :

In all causes and actions relating to debt, covenant and contract, to $600, where the amount is liquidated or ascertained as being due, by the act of the parties or by the signature of the defendant. The amendment raises the amount to $800.

Personal actions, except actions for criminal conversion, libel or slander, up to $200. This sum has been raised to $500.

Trespass or injury to land where the value of the land is not over $200. The amendment makes the sum read $500.

Actions of replevin or for the recovery of property, real or personal, where the value of the goods or effects distrained, taken or retained does not exceed $200. The amendment raises this figure to $500.

In sale or foreclosure proceedings up to $200 ; now changed to $500.

Partnership actions where the capital involved does not exceed $1,000. This is raised to $2,000.

Legacies and interest up to $200, where the value of the estate does not exceed $1,000. These figures are altered to $500 and $2,000, respectively.

All other actions for equitable relief where the sum does not exceed $200. This is made to read $500.

Creditors' claims not over $400 will henceforth rank as $500 in amount.

Lessening Number of Appeals.

The number of appeals is also discouraged and the intention and spirit of the act is evidently to obviate a too often ruinous proceeding to the loser. The sum is elevated from $4,000 to $10,000 on which appeal may be made to the Judicial Committee of the Privy Council, except where constitutional or other highly important points are at issue.

In plain language the amendment on this phase of the matter says :

"Appeal by right to the Privy Council is abolished, and leave to appeal granted by his Majesty is also abolished except where some constitutional matter is concerned, where the matter in controversy exceeds $10,000 in value exclusive of costs, where the questions involved affect rights or interests of such magnitude or importance as to warrant an appeal and the Divisional Court so certifies, and where the liberty of the subject is involved. In other words, the amount upon which appeal can be taken is increased from $4,000 to $10,000.

Court of Two Branches.

The divisions and Divisional courts of the present High Court of the province are also abolished and in their place are established two branches or divi-

sions of the Supreme Court, to be known respectively as the Appellate and Supreme division of the High Court. The Court of Appeal hereafter will be known as the Appellate division, and the bill states that this division is not to be known as a new court, but only as a division of the Court of Appeal. The High Court is to be known as the High Court division of the Supreme Court, and shall not be regarded as a new court.

All jurisdiction power and authority now vested in the Court of Appeal or Divisional Court shall be vested in the Appellate division and there shall be as many divisions of this as shall be necessary to dispose of business.

Neither the Chief Justice nor any of the present judges of the Court of Appeal shall without his consent be arraigned to any duty except sitting on appeals.

Appeals to the Appellate Court may be heard by four judges, except as to controverted election appeals under the criminal code.

A high criminal court will sit in Toronto monthly except during vacation giving ten sittings a year instead of four, thus facilitating the clearing away of criminal business.

Contracts With Lawyers.

Many a business man has been deterred from prosecuting a just claim on entering an action in defence of his rights as, with the way opened for so many appeals and the unknown costs of the court, especially of lawyers—he had no idea of what the outlay would be. The probable expense has held him in check. Under the new measure it is permissible for a client to enter into a contract with a lawyer whereby a case will be carried on for a fixed sum so that the former will enter litigation with his eyes open and know at the outset what a case will cost. Some lawyers strenuously object to this provision and say that, although the practice is in operation in certain states in the Union it cheapens the profession. Mr. Foy's amendment, however, declares that no solicitor may purchase an interest in his client's action. This is simply the re-enactment of the present law to prohibit the taking up by solicitors of cases on speculation.

The provision in the new act sets forth that, subject to sections 30-46 of the Act a solicitor may make an agreement in writing with his client stating the sum the latter is to pay him for his services in lump sum, salary, or otherwise. Where, however, the solicitor serves his client in any but the Division Court the sum he shall receive for his services shall first be allowed by the taxing officer, should the taxing officer consider the amount unfair he shall have authority to submit it to a judge who may reduce it as he thinks proper and tax the costs in the usual way.

The solicitor is limited to the amount mentioned in the agreement, and this agreement does not free him from liability for negligence or improper conduct during litigation.

No formal action shall be brought on such an agreement, but summary application may be made to a judge who, if he thinks it fair, shall allow it, if not may declare it void.

This measure will it is said, aid litigation as by reason of it the lawyer and client will know exactly where they are at. The contract system between the client and lawyer resolves itself into a straight business proposition. A disputant, when he begins an action does not know whether it is going to cost him $10 or $500, but if the measure carries, he will to his solicitor be able to say: "Here, Smith, how much will you take and see this matter through?" Smith will name his figure and if satisfactory there is an end to it, so far as lawyer's fees are concerned, and a better understanding should prevail.

Speaking from the standpoint of a business man it would appear that simplicity and decentralization are aimed at in the fairly broad measure of law reform. Both are valuable points to the litigants, and they have a strong claim to some consideration. While not as advanced a measure as originally outlined, Attorney-General Foy is evidently proceeding on right lines.

In speaking of law reform it has been asked why it should not be the aim of all interested to work out a code of laws, and state them so explicitly, that all would know them and understand them, leaving to the courts only the task of sifting evidence as to facts? Facts will always be in dispute where self-interests clash, but why should there be eternal disputes as to laws and their meanings? Echo alone answers why?

Will Lawyers Reform the Law?

W. K. McNaught, of the American Watch Case Company, and representative of North Toronto in the Legislature, when asked his views regarding the proposed measure of law reform, said that he had not had an opportunity of examining the bill closely, but so far as he had been able to get information he thought the measure as a first instalment was a very fair one, but, of course, it did not go as far in the direction aimed at as many would like to see.

"My own opinion," he declared, "is that you will never get law reform from lawyers. Mr. Foy is a careful, cautious representative and is not apt to err on the side of going too far. I hold that if a government is anxious to get a general, free and purely disinterested expression of sentiment they should, in a matter like law reform, go to boards of trade, and business men's associations. I would, if dealing with such a far-reaching question, where all classes of people are affected, appoint a royal commission to take evidence from merchants, laborers, mechanics, manufacturers, farmers and others, the same as a tariff commission hears evidence and, on this bases its report and recommendations. The manufacturers alone are not allowed to make the tariff, neither should law societies be permitted to say what the law shall be. Yes, I am strongly in favor of appointing a commission. These are my views on law reform generally and how I would proceed about it; and not a criticism of the present measure, which I have already pointed out, has not been discussed in the House or even printed, therefore, I am not sufficiently familiar with the proposed alterations to discuss them intelligently as to how they would or would not benefit business men."

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Tweeddale & Co., Fredericton, ask for the names and addresses of manufacturers of hammered brass and copper novelties.

The Jas. Morrison Brass Mfg. Co., Toronto, is one manufacturer of these goods.—Editor.

S. B. Merrill, Enterprise, Ont., asks the names of makers of cream separators in use in Ontario.

The De Laval Mfg. Co., Montreal, and the Raymond Mfg. Co., Guelph, are makers of these articles.—Editor.

Patterson & Hilborn, Drayton, Ont., inquire where they could secure rubbers for the Oxford cream separator.

These rubbers, we are informed, can only be secured from the makers, the Oxford Cream Separator Mfg. Co., Woodstock, Ont.—Editor.

Electric Light Fixtures.—Tweedale & Co., Fredericton, N.B., ask for the names of manufacturers of electric light fixtures in Canada.

The James Morrison Brass Manufacturing Co., Toronto; Canadian General Electric Co., Toronto, and Robert Mitchell & Co., Montreal.—Editor.

TOOK THEM FOR RUBES.

A good joke is being told upon W. G. Francis, Harry Clucas and Wm. Burden, and other Toronto delegates who visited New York in connection with the Master Painters' Association convention at Baltimore, Md. Returning by way of New York, two or three of them met on Broadway, and essayed to cross this busy thoroughfare. They waited for about half an hour, afraid to take the risk of crossing, and then a stalwart policeman, seeing their predicament took pity on them, and said in a fraternal tone, "come across with me, boys. Don't be afraid! You will be as safe as you would be in your own village!"

TOOL HANDLE IMPORTATIONS.

In reply to a question asked in Parliament as to the number of hickory and ash handles for pitchforks, axes, hoes, hammers, imported into Canada during the year ending March 31, 1908, the Minister of Customs stated that D. shovel handles valued at $67,633; ash handles, $61,109, and hickory handles, $35,598, were imported during that time. The largest number of shovel handles came in through Gananoque,; St. Catharines imported the most ash handles, and Vancouver the largest number of hickory handles. The total duty on these goods amounted to $34,301.16.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

THE TRIP TO MONTREAL.

Although only about one quarter of the members have been heard from the response to the request for their opinion on the advisability of arranging a summer trip to Montreal has been sufficiently large to warrant the executive in going ahead with the proposition subject to final ratification later on.

About forty members have stated that they will likely take their wives with them on the trip and about a dozen have signified their intention of going in single harness. With this expression of opinion there should be no difficulty in securing about 300 when the plans of the trip are definitely announced.

Many have expressed a desire to charter a boat and make the trip from Toronto to Montreal by water. This is hardly feasible, however, as August, the suggested time for the trip, is the busiest boat tourist month of the year and no boat company would grant special rates at such a time when they can get plenty of full fare passengers. Then, again, many of the members who would go live east of Toronto.

The secretary will look into the possibility of securing special railway rates going to Kingston or Prescott, with a boat trip down the St. Lawrence River and Rapids, and returning by all rail.

WHAT ONTARIO HARDWAREMEN SAY.

"I enjoyed the meeting at Hamilton very much, being greatly impressed with the address of Mr. Lariviere, every sentence being good advice and to the point, particularly the advice against over-buying for an extra 5 per cent., I have been trying to follow this and the other suggestions given. Will be very pleased to go to Montreal in the summer if a trip can be arranged, and will likely take the family."—W. T. Walker, Cobalt.

"As you are aware, our firm was one of the first to secure the rubber stamp, as below, and are pleased to say that we have had excellent results from it, nearly all the firms agreeing to allow us the cartage."—An Eastern Ontario Firm.

"A number of travelers have spoken to me since my arrival home, stating that their firms intend having an exhibit at our convention next year, and from what I can hear, the exhibits will be two to one in comparison with this year."—W. W. Chown, Belleville.

"Do you think that the Montreal trip would injure our regular annual convention attendance? We must and will have a bumper 1910 convention. The last was fine and we want more just like it."—W. W. Bennett, Gananoque.

"I think Hardware and Metal should take up this question of cartage in the paper. The wholesale do not appear to understand the situation."—M. S. Madole, Napanee.

"I am certainly well pleased that I attended the convention at Hamilton and it was indeed a record-breaker."—A. R. Dundas, Cobourg.

"I do not know whether it would be practicable to make the trip from Toronto to Montreal by boat. The front or rear half of a boat could be engaged by the Association and they could also hold one or probably two sessions en route."—J. E. Westcott, Ailsa Craig.

"The trip to Montreal, if it can be arranged, will be a good thing in that we will become really acquainted with one another. Friendships will be formed that will last for the rest of our lives. This trip would be more enjoyable if we could charter a boat and go by water. The being on the boat together would be the very best way to get acquainted."—A. Ballantyne, Brantford.

"I heartily endorse the idea of a summer meeting, to be held at Montreal, as it would serve a double purpose, viz., combining business and pleasure as the fact of having the privilege of taking your wife or lady friend should appeal to every member of the Association."—F. A. Hoar, Barrie.

COLLECTION LETTERS BRING RESULTS.

G. A. Binns, Newmarket, writes: "I notice by Hardware and Metal of March 6 that you received from "R. C.," Holt, Ont., the sum of $2. I presume its up to me to account for this error. I sent this fellow a notice some few days ago and no doubt neglected filling in my name."

It certainly proves the letters to be a very strong argument when people will forward money not knowing to whose credit it is to be placed."

"D. W.," Malvern, writes that he will send a post office order on March 15.

A blacksmith, now located in Alberta writes that he will straighten up his account owing to an Ontario hardwareman if he is given 30 days.

M. W. Connor & Son, Madoc, have joined the Ontario Association and have ordered a set of collection forms. William Kaufman, Almonte, asks what is the best method of making collections. If he will take the word of Mackie & Ryan, Pembroke, and dozens of other Ontario firms, he will do as the Madoc firm have done.

EXECUTIVE MEETING.

A majority of the members of the executive of the Ontario Retail Hardware and Stove Dealers' Association have expressed a desire to hold a meeting on Thursday, April 8, the day preceding Good Friday.

Members of the Association having business to bring before the executive are, therefore, advised to do so at once.

WILL NOT ALLOW CARTAGE.

The Canadian Wholesale Hardware Association, through their secretary, have written the secretary of the Ontario Retail Hardware and Stove Dealers' Association as follows:

"While this Association is always willing to confer with your Association, we might state that our members have re-affirmed their decision not to allow cartage from their warehouses to the station."

IS LABOR MERCHANDISE?

"A. B." asks. "Should wages paid out in tinshop when manufacturing stock be charged to dr. of merchandise account as being cost of goods, or go to dr. of loss and gain" through wage account. We always close wage account into loss and gain when closing our books?"

The secretary would say that the practice of "A. B." is wrong and that wages for plumbers or tinsmiths should be charged as merchandise, as such work is clearly part of the cost of the goods sold. For instance, a merchant takes a contract for a job. He buys the materials (on which he makes a profit) and he also purchases another commodity, the labor of a mechanic (on which he should also make a profit). The labor applied to the materials constitute the goods sold and the labor is as much merchandise as the stock used. And the same principle applies whether the mechanic is working on contract work or making up stock for sale.

The labor of a clerk is different inasmuch as he is employed to sell goods not to manufacture them. His wages could rightly be charged as an item of store expense.

If any reader holds a different view "A. B." would like to have them explain their views on this page.

HARDWARE AND METAL

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CO-OPERATIVE ENTERPRISES FAIL

It is announced that Mr. Monk, M.P., will again attempt to secure the passage of legislation giving special privileges to co-operative enterprises. Last year, it will be remembered, Parliament passed the co-operative bill (through the influence of the Governor-General it is said) but the Senate prevented the legislation becoming law.

Experience in Toronto during the past year will hardly be quoted by Mr. Monk in favor of his bill. Half a dozen co-operative enterprises were launched, the shareholders being largely composed of working people who had belonged to co-operative enterprises in the Old Country. They were officered, too, in most cases by experienced men and last fall stores were started in all parts of the city. Hardly had the doors been opened, however, before the shareholders and officers began wrangling, and managers and officers were repeatedly changed. This week the climax came when four of the leading co-operatives closed their doors, to be followed shortly, it is expected, by those remaining.

Canada does not seem to provide suitable soil for the growth of the co-operative plant. And as the fruit grown on the co-operative tree in Great Britain is the lowering of the standard of living of the workers, it is well that the tree will not grow in this climate. Where workers form co-operative stores (and succeed) they are able to economize and live cheaper and where workers live cheap they are able to work cheap.

Just as Canadians oppose the introduction into Canada of Asiatics and Asiatic living conditions, so will they look with disfavor upon the introduction of systems likely to have an equally disastrous effect upon Canadian life.

WIND UP TIN PLATE COMPANY.

An order for the winding up of the Canada Tin Plate and Sheet Steel Company, Morrisburg, capitalized at $1,500,000, has been granted by Chief Justice Mulock, on the petition of the American Securities Company, a creditor for $78,000. Henry Barber, Toronto, being appointed provisional liquidator. The liabilities total $225,000, but the assets, it is said, may show a small surplus.

A winding-up order was asked for in October, but reorganization resulted in the formation of a new company, the Canadian Sheet Steel Corporation, capitalized at $700,000, to assume all debts of the old company, and 50,000 shares of the stock in the new concern were to be turned over to the shareholders of the old. Of the capitalization of the new company $320,000 has been allowed for the plant and property at Morrisburg (although it is said they could be duplicated for $200,000), $225,000 goes to clear off the liabilities and $150,000 is left for working capital.

A meeting was held at Toronto on March 11 to complete reorganization, but the names of the officers of the new company have not yet been disclosed. It is understood, however, that the direction of the company in future will be controlled by men entirely disassociated from those who promoted the company, and who were criticised by Hardware and Metal a couple of years ago.

Another effort will be made also to influence the Dominion Government to establish a duty on tin plate, black and galvanized sheets. Application has already been made to make the duty apply on British plate coming into Canada as well as on American imports, but as the Government has already taken a strong stand against imposing such a duty, besides having the experience of placing a duty on brass rods, sheets, etc., to assist an industry which failed to supply the home market, the request is not likely to be granted.

BUSINESS MEN AND THE COURTS.

That there is necessity for law reform that would cheapen the cost and expedite the work of legal machinery is quite obvious, but what is perhaps more important is the necessity for the exercise of greater forethought and caution on the part of business men and others before they take their troubles into the law courts.

Where knotty legal questions are to be unravelled it may be necessary to have recourse to the Courts, but, as a rule, matters of dispute between business men could be settled not only at less cost and more expeditiously, but better by referring the same to arbitrators instead of to magistrates and judges.

A great many serious and important commercial disputes between their members are often settled by Boards of Trade in the large cities on both sides of the Atlantic through the machinery that is provided for the purpose. And in small places in Canada where there are not Boards of Trade there are always to be found business men of common sense and fairmindedness qualified to arbitrate average business disputes.

It is better to trust the average business dispute to arbitration than to run the risk of being tangled and torn in the machinery of the courts of law.

AUTOMOBILE ACCESSORIES.

With the growth of the automobile industry and the lowering in the cost of good cars and their more universal use by people even of moderate means, will come a corresponding increase in the demand for auto-tools and accessories. For these the hardware store is the natural channel, and a field for profit, expanding as rapidly as automobile accessories is worth most careful cultivation by most hardware merchants insofar as the margin of profit in handling automobile sundries is as high as 50 per cent., and seldom below 30 to 40 per cent.

To start an auto sundries department need not involve a great outlay of money. Let the dealer start with a full and complete line of nuts and bolts, designed, so far as is possible, to meet mtotor car needs; rubber hose of various kinds, especially small sizes of special quality; copper rivets in a wide variety of sizes for use on brake bands and clutches; special insulated cable for high-tension wiring; copper and brass tubing; jacks suitable for automobile use; special automobile vises; open-end and other suitable wrenches; sheet brass; wire cable suitable for brake connections, etc.; tools of high quality and suitable design; brass polishes of numerous kinds; collapsible pails; funnels containing fine sieves, etc., etc., adding goods of this character as the demand increases. These are practically all goods which hardware stores will have in greater or less variety, and it will only be necessary at the outset to make

a special effort to meet the needs created by the automobile. By keeping these articles in stock it will be possible to get a share of the business from the garages, as well as from individual owners.

To the above list might be added: Spark plugs, which have now become reasonably standard; tire supplies, dry cells of full power, repair outfits, etc. Then, if demand justifies, lamps, horns, pumps, speedometers, tire irons, lubricating oils and grease for automobiles, calcium carbide for supplying acetylene lamps, and wire suitable for making automobile valve and other automobile springs. In cases where springs cannot be made the hardware dealer can take the order for them and have them made up by firms making a specialty of this class of work. This would save the automobilist trouble and aid in teaching him that the place to buy general automobile supplies is the hardware store.

CENTRAL BOARD FOR TRAVELERS

Probably as a result of the usual annual meeting of the different travelers' associations having taken place, there has been considerable talk lately about the old suggestion that the different bodies appoint a central executive board to look after the affairs of the travelers for their greater good. It is too bad that nothing definite along these lines has been accomplished, for the idea is admitted to be a splendid one. Probably it is because no one has given the matter really serious thought as yet that no action has been taken. Why cannot one of the five large associations of travelers we have in Canada bring this matter up at a meeting of the executive? The question might be discussed, and steps taken to find out how the other bodies feel—through their executive, of course. This would start the ball rolling, and surely it is not expecting too rapid progress to hope that the whole matter would be ripe for discussion at the next annual meeting of the associations.

Roughly speaking, there are 21,400 travelers in Canada belonging to the different associations, divided as follows: Commercial Travelers' Association of Canada, 8,600; Dominion Commercial Travelers' Association, 6,200; Northwest Commercial Travelers' Association, 3,200; Western Ontario Commercial Travelers' Association, 2,600, and Maritime Commercial Travelers' Association, 800. These figures are approximate. Supposing a central executive board of ten, composed of two members from each association were formed, would it not be a fine institution? After all, the interests of the traveler in Halifax are those of the knight of the grip in Winnipeg, except for local considerations, and most assuredly a representative executive board would wield a powerful influence for the betterment of conditions among the travelers generally.

The voice of an executive representing 21,000 live business men would be heard with deeper respect than the voice of a similar executive representing but 8,000 members, or only 800. Railways, hotel proprietors, liverymen, business institutions, and people generally would be more impressed with the larger number represented, while criticisms and suggestions would carry greater weight than ever before.

Let somebody get busy right away and start the ball rolling, The man who makes the first move will start a mighty good thing.

APPLICATION TURNED DOWN

No Average Demurrage Plan for Dominion Merchants and Shippers.

A decision which has just been handed down by Commissioner D'Arcy Scott, assistant chairman of the Railway Commission, refusing an application by the Wallaceburg Sugar Company, of Wallaceburg, Ont., for an order establishing in Canada what is generally known as the Average Demurrage Plan, in connection with the penalization of consignees for delay in unloading cars has generally interested merchants and shippers.

Under the rules of the Canadian Car Service Bureau 48 hours are allowed for the unloading of a car, and a penalty of $1 a day is payable for any time beyond that period that the car remains loaded, the idea being to remove the danger of car shortage.

Under the average system, which prevails in Michigan, if a car is unloaded in less than 48 hours, the difference is credited to the consignee, and set off against any excess time that may occur in the unloading of other cars. This system the Wallaceburg people wished to have introduced into Canada, or at least applied to their own case, as they are brought into competition with houses doing similar business in Michigan, which adjoins that part of Ontario in which their works are situated. D. A. Gordon, manager of the Wallaceburg Company, argued that while they could regulate the number of cars ordered from the farmers who supply the raw material, they could not regulate the delivery of these cars by the railway, with the result that shipments often came together so closely that their unloading facilities were inadequate to the demands made on them. In this way considerable demurrage costs were liable to be occasioned.

In his judgment Commissioner Scott pointed out that in the case of exceptional conditions in which the consignee was not at fault no demurrage could be charged for time in excess of 48 hours necessary for the unloading of cars. These rules are interpreted not by the railway companies interested, but by the Canadian Car Service Bureau, and Mr. Duval, the manager of the bureau, swore that any decision in such a case was made as favorable to the consignee as was consistent with the rules. Mr. Duval added that the idea of demurrage was not so much to get money for the railways as to secure the quick return of the cars. The sum of $1 a day obtained for demurrage was only one-third of the earning capacity of the car, and it was not to the advantage of the railways to have their cars lying idle even when this money was being received from the consignee.

"In my opinion," says Commissioner Scott in his finding, "the Average System might have the effect of making a consignee dilatory about unloading so long as he had free time to his credit, and if he had not free time to his credit the circumstances would be the same as they are under the present rules.

"The intention is that, under the Car Service Rules each car shall be dealt with by itself, and without reference to the movements of other cars. This insures equal treatment of the smaller shipper or consignee with the larger one. But, if the Average Plan were in force, I can well see that an injustice would be done the small dealer. Suppose a dealer with a large capacity for storage received 50 cars of merchandise, which, under the Rules, he has 50 days to unload, and unloaded them all the first day. He would then have fifty days to his credit. The next day, he and a small competitor each received one car. The small competitor would have to unload in two days or be penalized, while the other could hold his car for fifty days free time, which might prove to be a very material advantage. It may be said that this is an extreme case. It doubtless is, but it shows how the Average Demurrage Plan might work out unless there were limitations upon it. Mr. Gordon suggested that the system might be adopted for those in his line of business only. I do not think it would be advisable at this early date to start making exceptions to the general principles laid down in the Car Service order, which has not yet been in effect for three years. These principles are, in my opinion, sound, and should not be interfered with."

The application was dismissed.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Copper—Weaker.
Lead—Cut of 5c.
Spelter—No change.

Toronto.

Turpentine—Lower price tendency.
Copper—½c lower.
Lead—Unsettled.

MONTREAL HARDWARE MARKETS

March 12.—The volume of business done during the week has shown a good advance, and a strong shipping movement will be observable on the first of next month. Bookings, however, are still on the light side, compared with other years, and it is apparent that many dealers are determined to wait until the spring demand is actually upon them before they will order to any marked extent. Immediate delivery orders however, are good. The local trade has picked up well, and there is a good movement in sidewalk scrapers, and picks, and mattocks for clearing up the roads.

Housecleaning utensils are now moving in some strength, and dealers are evidently getting their stocks well assorted. Carpenters' tools are also feeling the commencement of the spring movement. A steady stream of goods are going to Cobalt and Gow Ganda, especially in miners' supplies, such as picks, hammers, drill steel, powder, detonators, and fuse. Builders' hardware is also improving. Egg crates are in good request for immediate delivery, while the booking in other spring lines, such as lawn mowers, harvest tools, etc., are, as we said, improving, although there is no rush by any means.

No important change in prices has been reported, and the markets generally seem steady.

BUILDERS' HARDWARE—A steady improving movement is noticed in builders' hardware. A good building season promises, and as stocks generally are on the light side merchants are getting their lines into shape. We continue to quote: Discounts on door sets, 50 and; 10; escutcheons, 50 and 10; escutcheon pins, steel, 50; brass, 55. Spring hinges, per gross, No. 20, $9.

SPRING LINES—Orders are steadily accumulating for delivery next month, although the number is not so great as at one time anticipated. Dealers are maintaining the cautious spirit observable last year. Egg crates are moving well for immediate delivery. Hose is also going well, likewise sidewalk scrapers and picks and mattocks for road cleaning purposes. Orders in the following lines are steadily improving: Harvest tools, lawn mowers, hose nozzles, lawn sprinklers, gardeners' tools, ice cream freezers, screen doors, green wire cloth, and poultry netting. We quote: Screen doors, stained, $7.80; grained, $8.10; poultry netting, 60 and 2½; green wire cloth, $1.70 in 100 feet rolls.

SPORTING GOODS—Orders in sporting lines are still without any strength. Cartridges are showing better swing, however. Guns and fishing tackle are about the same. We quote: Dominion rim cartridges and C.B. caps, 50 and 2½ per cent.; B.B. caps, 50, 10 and 2½ per cent.; Crown black powder, 18 per cent.

HOUSEHOLD UTENSILS — Spring cleaning accessories are in much better strength, and dealers are evidently sorting up their stocks well. Window-cleaners, washing machines, wringers, stove brushes, scrubbing brushes, clothes lines, pulleys, reels, polishes, brooms and pails have all shown stimulation. We quote: Carpet sweepers, $2 and up; sad irons, Mrs. Potts', No. 55, 75c; No. 50, 80c per set; asbestos, $1.50; cake makers, $17.25 per dozen; bread-makers, $18 per dozen and upwards.

MINERS' SUPPLIES—A good movement is opening out in mining supplies, and fine orders are being booked for Cobalt, Gow Ganda, and other districts. Picks, prospectors' hammers, crowbars and powder are moving well. We quote: Miners' picks, 17c a pound; prospectors' hammers 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—Bolts are moving well for immediate delivery. Stocks in dealers' hands are light, and construction work is rapidly improving. We quote: Discounts on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

SCREWS—Screws are in better demand, and fair trade is opening up. We quote: Discounts at 85 and 10 off for flat head bright; 80 and 10 off for round head bright; 75 and 10 for flat head brass, and 70 and 10 for round head brass.

WIRE—Orders are moving well. There is no change in quotations, which are as follows: Plain wire, $2.30 base; barb wire, $2.65 in straight and mixed car lots, and $2.70 in small lots. Galvanized wire No. 9, $2.35 in straight and mixed car lots, and $2.40 small lots, f.o.b. Montreal. Coiled spring fencing, $2.65 straight and mixed car lots, and $2.75 small lots.

BRIGHT WIRE GOODS—Trade is showing stimulation, good orders being booked for immediate delivery. We continue to quote: Gate hooks and eyes, and screw hooks at 60 and 20 per cent.; stove pipe eyes, screw eyes, and square hooks, 60 per cent. Wire hat and coat hooks, 40c a gross.

ROPE—The reduction in manila seems to have stimulated buying, as good orders have come in during the week. We quote best manilla, 11c; British manilla, 9½c; sisal, 9c.

TORONTO HARDWARE MARKETS.

March 12.—Up to now the general feeling in the hardware trade has been anticipatory. At present these anticipations are being realized by good business returns. All the local jobbers report good trading being done and the far-away fields have this week been taking large quantities of general lines. British Columbia and the West have bought heavily and jobbers are more than satisfied.

The new mining regions in Northern Ontario have bought well during this week for immediate delivery, as it will be hard getting in the goods if delayed until the snow is off the ground. Older Ontario is placing orders, and while not crying out for immediate delivery some very fair shipments have already been made.

Prices continue firm and unchanged, which is to be expected under the pressure of a big demand. Travelers report trade opening up well in the country and say the call is for general and seasonable lines.

SPRING GOODS—Brisk demand continues, and some very satisfactory sales and shipments have been made. Household goods, summer lines, watches and general sorting-up articles are included in almost every order. While not so large in volume as two years ago the orders are more numerous and in the long run will loom up large at the end of the season.

SEASONABLE LINES—Jobbers are answering hurry-up demands for goods in the mining districts. It seems strange to see stoves going out as the warm season comes on, but they are needed up north, and with them are going shovels, picks, cables, chains and mining and construction tools. Snow shovels are relegated to limbo and but few ash sifters are in sight.

BUILDERS' HARDWARE—Increasing in demand are the various articles which go to make up this line. Ornamental lock sets have the best call, but many other goods, too, are much inquired after. A brisk building season ahead makes prospects look very bright for a big demand of builders' hardware.

HOUSEHOLD UTENSILS — Carpet sweepers, beaters, house-cleaning utensils, kitchenware, screens, etc., are beginning to be asked for and the inquiries increase from day to day. The orders going out for distant points include some of these articles and also refrigerators and lawn goods.

ROPE AND TWINE—Sales are slow again this week and interest seems to be very light. The price quoted last week, 11c for the best grades of pure

Manilla twine still holds the market.

WIRE—Unsettled, owing to trade conditions in the U. S., are all wire lines. The market quotations of the past month are the ruling prices of the week.

HEAVY GOODS—Fair business is being done, though the orders are light. Bar iron is yet $1.95. Stove bolts are 80 and 7½. Bright and steel wood screws, flat, 85 and 10 and round head, 80 and 10 per cent. Brass screws are flat, 75 and 10 and round head, 80 and 10 per cent. Brass screws are, flat, 75 and 10, and round, 70 and 10.

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MONTREAL METAL MARKETS.

March 12.—With the primary markets showing weakness, local quotations have been affected, although only in the case of lead have quotations been uniformly cut. Despite shading in various quarters, the jobbing price of copper is being held at 14½c, although this cannot be maintained if the New York market does not improve. Imported lead has been cut 5c, making the price $3.65. Tin does not show any change, while smelter is as firm as ever. Jobbing houses report business as somewhat on the quiet side again, but first hands are shipping a good quantity of metal, which shows that wholesalers are looking after their stocks. Trade in spelter has been especially good.

All metals in the primary markets have shown a sagging tendency, but in spelter the decline is not unexpected, considering the steady way figures have advanced for weeks. With other metals showing such weakness a reaction is but natural. Tin has been very disappointing, and the upward movement which promised last week failed to materialize. Both the English and New York markets have been sluggish. Copper has been in a very weak state. Consumption has been poor, and it would appear as if the large consumers have enough to go on with for some time, and, unless business improves greatly, will not be in the market yet awhile. Europe is not taking anything like the copper it did, and although producers appear to be making no effort to sell, the market is naturally in a weak state. Lead is lower in the English market, despite the rumors of a big lead producers' trust. Cleveland warrants are down, and trade does not seem so good as it was in the Old Country. The United States steel and iron markets are now on a more settled basis, although prices are not uniform as yet. Buying is going on for immediate requirements, and it is now believed that the markets will show steady improvement sooner than was at one time anticipated.

PIG IRON—Trade is somewhat quiet and probably will be so until the opening of navigation. The advanced winter freights are still being paid, however, as stocks are very low in consumers' hands. We continue to quote: Middlesboro, No. 3, $19.50; Summerlee, No. 1. $21 to $21.50; No. 2, $20.50. Cleveland warrants have weakened since last week. Trade is reported not quite so good as it was in the Old Country, although futures are still at higher figures. The United States markets have not yet developed any definite level, and there is no authoritative information to go on as to the scale of prices generally obtaining. There is a better feeling observable, however, and although buying is still for immediate requirements, a better movement is expected shortly.

TIN—There has been no alteration in the jobbing price of tin, although prices are not held so firmly as they were and 31½c is still quoted. Business has been somewhat quiet, and there is at present no anxiety on the part of users to buy in anything more than hand to mouth quantities. The primary markets have not developed the strength expected, and in consequence figures have been affected. Tin, however, is a very disappointing metal, and there is no judging what it will do next. Consumption has been on the light side.

COPPER—The quotation of 14½c for ordinary jobbing lots has been maintained in the face of a weaker New York market. Wholesalers are not shading their prices without a struggle, and a fair trade has enabled them to hold their position. Unless things improve in New York, quotations will have to be cut. The English market has been on the weak side, and this has affected New York, where consumption is still poor. Buying of any magnitude has stopped, and with the falling off in the European demand, the market is in a weak state. The recent buying movement seems to have satisfied the large consumers. Despite figures, however, there is a hopeful feeling that copper may mend at any moment.

SPELTER—Spelter is unchanged, and quotations are still at $5.50. Business has been very good, and despite a sagging in England, the market here is firm. Prices at St. Louis are beginning to mend again, and the metal is still in the best position of any metal so far as the maintenance of prices is concerned.

LEAD—A sagging in the English market has affected quotations here, and a small cut of 5c is announced, making quotations for imported pig $3.65, Trail keeping its relative position of about 10c less. Rumors are being published in European papers of a world-wide trust in lead. It is said that a meeting was recently held in Paris of pig lead producing interests to arrange an international agreement to restrict production when the price of lead falls below a minimum price. The agreement, the rumor says, is world-wide, affecting the output of Spain, Australia, Mexico, Canada and the United States. It is evident from English prices that not much credence is being placed as yet in this report, and nothing can be learned so far as Canada is concerned. Such a trust is not likely, although it is not impossible.

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The new Burrell, Johnson Iron Co.'s Works at Yarmouth, N.S., were damaged by fire to the extent of $100,000 recently. H&M

TORONTO METAL MARKETS.

March 12.—The local situation is much the same as a week ago. Iron and steel are unsettled and until the tariff changes in the U.S. are known definitely little business is expected to be done. Copper, while it has declined in price, shows a steadier buying feeling, and lead which was fairly firm a week ago went off color early in the week, but is again recovering itself.

In the U.S. the cut price in metals has led public opinion generally to believe it was merely a blind to offset any change in the tariff. Chas. M. Schwab now says the price war in steel will now end. He also predicts a revival in the trade before many months. To substantiate this, Pittsburg reports a great volume of small business, and the sales for three days early this month were greater than the whole February total. Many calls were for prompt delivery, showing that stock holdings were small. The new lead duties have not yet stirred up business to any appreciable extent.

The bursting of the steel bubble has been followed by freer competition for lead, copper and other metals, the markets for which have been controlled by powerful coteries, and these changes react more or less on the conditions prevailing in Canada.

PIG IRON—Quiet trading is passing. The orders are light and demand calls for immediate delivery. Prices are as usual, Cleveland, $22; No. 3 Middlesboro, $21, and Canadian foundry, $18.50. According to the American Iron and Steel Association report the production of pig iron of all kinds in the U. S. last year was nearly 10,000,000 less than 1907, and only 1,000,000 tons ahead of the small output of 1904.

COPPER—A decline of ½c is noted, the quotation this week being 14c. This price seems to have steadied the market and induced buying, as considerable business has been done. The trade is looking forward to improved conditions, but English copper buyers do not like the stocking-up done by U. S. interests. There production shows an increase of 32,615 tons. Mexico shut down some of her mines because of the depression. Electric interests say there is nothing to induce one to buy on the theory that prices are going higher, because prices will not advance while production runs in excess of consumption.

TIN—Quiet and unchanged in conditions and price is the situation in the tin market this week. 31c is the local market quotation. Reports state that there is a scarcity of ore in the East, while others aver that shipments are manipulated causing a decline in visible supply. At any rate, there is no cut in tin prices to sympathize with the drop in other metals.

LEAD—Still at $3.80 is imported pig. Conditions are unchanged, with a quiet market running. The new U. S. tariff has not yet stirred up trade very much. The weakest spot in this metal is the inactivity of the electrical business. The National Lead Co. has declared an open market in the U.S. and are out looking

for business. Whether the tariff changes effected this or not is conjectural.

SPELTER—The local quotation is still $5.50, with not much trading this week. Both receipts and shipments at St. Louis since the beginning of the year show decided gains over a year ago.

SHEETS AND PLATES—A steadily uniform selling line, with prices unchanged. The Tariff Committee in the U. S. have decided to retain the duty of 1½c a pound, and to remove the drawback on tinplate. Because of this the Standard Oil Co. threaten to remove their canning industry to Wales. Canning interests generally object to the removal of the drawback.

OLD MATERIALS—Old steel and iron lines are again stocking up. Demand is almost nil. Offerings, too, are quiet. Prices are unchanged and are trying to be held a little below the figure for new metals.

U. S. IRON AND METAL TRADES.

New York, March 11.—The Iron Age says: Announcements of wage reductions in the iron industry are becoming more numerous and others are about to be made. It is evident that this phase of the readjustment has only been fairly entered upon, and it may be expected that the process will be thorough, affecting every operation from the mining of the ore to the rolling of the finished product. The trade is facing the probability that the return of real prosperity may yet lead it over some rough ways. And in such a general readjustment as is now being discussed it is hard to see how the railroads and other important interests can escape.

There is unmistakably more activity in the iron and steel markets now that the trade has been able to get its bearings in a measure, yet there is such irregularity in prices as makes the situation in particular products far from clear. The attitude of the large steel companies toward semi-finished steel is a matter of conjecture. Some of them have a trade in billets and sheet bars with consumers whose product competes with certain finished products of other large producers. The tendency of prices in these lines is to narrow the "spread" of the independent producer. On sheets, for example, some prices recently made would bear hard on the mill that buys its steel in the market, if the new basis for sheet bars, which was announced from Pittsburg as "established" last week were maintained.

A number of steel manufacturers are quoting $23, at Pittsburg, for billets and $25, Pittsburg, for sheet bars on small lots business. Large contracts are known to have brought out lower prices than the above for billets. Railroad buying is still very limited. Structural lines show increased activity, but fabricators would like better assurances as to new work that must take the place of the long-pending business just booked. Prices show even sharper competition, and the 1.30c basis on plain material has been cut.

The pig iron market is not being seriously tested, but is shown to be weak by transactions for early delivery.

After the buying spurt the copper market has settled into dullness. The stocks of marketable copper in the country are shown to have increased 29,000,000 pounds in February, or to 173,284,000 pounds in March 1.

METAL NOTES.

It is understood the Eastern Pig Iron Association of the U. S. will on March 15 post notices reducing wages 10 per cent. Between 50,000 and 75,000 men will be affected.

COST OF PRODUCING COPPER.

In the March issue of the Engineering Magazine, A. Selwyn Brown gives the following estimate on the cost of producing copper:

"Until quite recently copper mining companies kept the cost of producing copper secret, and even to-day many of the largest companies refuse to publish their production costs. There are many variable factors entering into the costs and no general figure can be given to cover production generally. As, however, the average price of copper during the past twenty-eight years was about 13c per pound and copper mining is a lucrative industry, it is evident that the average cost of producing copper is below 13c per pound. From the carefully collected figures given the cost will be seen to range from a little over 5c to 11½c per pound. Notwithstanding the great improvements that have been made in recent years in mining and metallurgical methods and the consequent reduction in costs, there is still room for further improvements, and it is possible that within a few years 5c and 6c per pound will not be considered at all unusual figures as copper costs.

Cost of Copper Production.

Mine and location.	Cts. per lb.
Calumet & Hecla, Michigan	8
Mohawk, Michigan	11
Wolverine, Michigan	7½
Tamarack, Michigan	8
Baltic Michigan	9
Champion, Michigan	9
Anaconda, Montana	10
Boston & Montana, Montana	11
Butte & Boston, Montana	10
Butte Coalition, Montana	10
Nevada Consolidated, Nevada	7
Cumberland-Ely, Nevada	7
Utah Consolidated, Utah	7
Boston Consolidated, Utah	7
United Verde, Arizona	8
Tennessee, Tennessee	10
Rio Tinto, Spain	5½
Mount Lyell, Tasmania	7
Grand Forks, British Columbia	10
Burraga, Australia	8½
Great Cobar, Australia	8
Cananea, Mexico	8½

Hardware Trade Gossip.

Ontario.

The sale of the Canada Horse Nail Co., Montreal, has been postponed for two weeks.

The James Walker Hardware Co., Montreal, have secured the contract for furnishing all the hardware for the parliamentary buildings at Regina.

In the Montreal Wholesale Hardware Hockey Association last week, Lewis Bros., beat Caverhill, Learmont & Co. by 8 to 2, while the Canadian Fairbanks Co. beat Frothingham & Workman by 6 to 0.

Quebec.

F. A. Johnson, manager of the J. C. McLaren Belting Co., Montreal, was a visitor in Toronto this week.

Thomas H. Meiklejohn, of the firm of A. & J. Meiklejohn, hardware merchants, Harriston, died this week.

James Dandie, Streetsville, has purchased the tinsmithing business of H. A. Kemp, established some months ago in connection with his store.

Amongst the exhibitors at the Portland Cement Show at Toronto last week were the following: U. S. Steel Export Co., Montreal, B. Greening Wire Mfg. Co., Hamilton; Canada Wire Goods Co., Hamilton; Brantford Roofing Co., Brantford; Canada Metal Co., Toronto; Montreal Rolling Mills, Montreal; Galt Art Metal Co., Galt; Canada Foundry Co., Toronto; Belleville Portland Cement Co., and Lehigh Cement Co., Belleville; National Portland Cement Co., Durham; Canadian Portland Cement Co., Toronto, and Pilkington Bros., Toronto.

Maritime Provinces.

Welsford R. Morton, for nine years with A. M. Bell & Company, Halifax, and John J. Cragg, formerly of Cragg Bros., will open a hardware store at Halifax on April 1.

Western Canada.

Hopper & Larner, hardware merchants Kisbey, Sask., have dissolved. J. L. Larner assumes all accounts and pays all liabilities.

A SURPRISING QUESTION.

It is not always a guilty conscience that is taken by surprise, for sometimes the most innocent of men will start at a suspicious word. The following incident, which occurred in a hardware shop, is illuminating:

An elderly lady, dressed severely in gray and carrying what looked very much like a bundle of tracts, approached the counter.

A clerk hastened to serve her.

"What can I do for you, madam?"

She leaned toward him. "Have you —er—any little vises?" she inquired.

The Tourist Hotel Company, Kenora, Ont., are issuing bonds to the extent of $87,000 for the completion of their new hotel, which they hope to have ready for the coming season.

Trade News From Atlantic to Pacific

Quebec and Maritime

Activity at Steel Plants—Work on Coke Ovens in Prospect—Stove Foundry at Yarmouth Destroyed by Fire—Asbestos Shingle Company Buys the Radiator Works at Lachine.

HALIFAX.

March 8.—With the opening of spring business shows considerable improvement. The jobbers report that the travelers who are now on the road are sending in good orders, in fact, in much larger volume than was expected earlier in the season. Collections also show a slight improvement. Prices are fairly steady just now, but the indications are that there will be an advance. The only change noted is an advance of 25c per dozen in corn brooms. The rail mill of the Dominion Iron and Steel plant at Sydney is turning out at present an 85-pound rail order for the C.P.R. During the past two months an exceptionally high average in the quality of steel manufactured has been maintained, 98 per cent. of the finished material being passed by the inspectors. This record is said to be unequalled in any of the big plants across the border. Repair men are at work in the different departments of the plant getting the machinery in first-class condition for the big rush that is expected this summer. The staff at the plant is being increased as rapidly as possible and in a short time the force will have reached its full complement. Following the meeting of the Steel directors in Montreal, a boom is expected in construction at the plant. About two years ago foundations were put in for an extra battery of coke ovens and it is practically certain that construction work will commence on the ovens as soon as the weather conditions will permit. To "put in" a battery of coke ovens will require the services of upwards of eight hundred men, the majority of whom must be skilled men, and it will consume practically all the summer before the work is finished. Other additions are also spoken of in connection with the works.

Fire last week destroyed the works of the new Burrell-Johnson Iron Company at Yarmouth, N.S. The fire started in the oil room, which was situated near the machine shop. The fire also damaged the four-storey stone warehouse and other buildings on the wharf, filled with finished stoves and costly patterns of machinery, etc. The buildings entirely destroyed were the machine shop, engine and boiler house, stove-fitting shop, pattern shop draughting rooms and offices. The boiler shop across the street was badly damaged, as was also the brick foundry adjoining to the north. In the machine shop were the engines for a new tug, two large marine engines nearly completed, besides a large quantity of other machinery ready for delivery, all of which were destroyed. By the loss of the patterns the company will be greatly handicapped in completing their contracts. As a result of the fire 150 men are thrown out of employment, and nearly all of them lost their effects. The property loss is estimated at $125,000, on which there was only $10,000 insurance.—J. H.

ST. JOHN.

March 10.—The manufacturers in St. John are up in arms against the liability insurance companies and incidentally against the Provincial Government on account of the very great increase in rates charged by the insurance companies for carrying risks on the employes. In November last the Provincial Government made some important changes in the Workmen's Compensation Act, and it is claimed by the manufacturers that owing to the act being so open their insurance rates have been jumped in some cases as high as 400 or 500 per cent. F. W. Peters, of G. H. Peters, Sons, tanners, said their rate had been advanced from a 22-cent flat rate under the old act to 87 cents under the new act. James Pender, of the Pender Nail Works, said the increase he had been asked to pay was between 400 and 500 per cent. Many others who were seen also complained of the exorbitant charges. There is a disposition among the manufacturers, on account of the greatly increased demands of the insurance companies, to carry their own insurance, as they say they would soon pay out enough to settle any claims that might arise.

The manufacture of gasoline engines, especially for fishing craft, has become an important industry. There is also an increasing demand for them for pleasure boats and small tugboats. The firm of James Fleming, proprietors of the Phoenix Foundry, on Pond Street, who started manufacturing these engines a couple of years ago, report a growing demand for them and they have a very large number under way or finished and ready for shipment. The firm state that they have had more orders lately than they could fill. They find this branch of their business a most important one, giving employment to many hands and giving promise of expanding from year to year.

The Royal Hotel will also build a substantial addition to their present building, having purchased the Reynolds property adjoining them on Germain Street. The present wooden building will be torn down and a new brick structure erected. Thirty additional rooms will be added and about twenty of the number will be provided with private baths. Plans are now being prepared by Architect G. Ernest Fairweather. An addition to the Royal's kitchen is now under construction.

W. S. Fisher, of Emerson & Fisher, is in Sackville this week looking after the affairs of the Enterprise Foundry Co., whose new buildings are about completed.

John Keeffe, manager of the James Robertson Co., left on a business trip to Halifax on Monday night.

Alderman Rowan, proprietor of the A. M. Rowan hardware business, and Alderman John McGoldrick, dealer in heavy metals are among the delegation attending the Union of N. B. Municipalities annual meeting in Moncton this week.—W. E. H.

MONTREAL.

March 10.—At the first annual meeting of the Terrano Flooring Company, of Canada, a satisfactory statement of the year's operations was submitted. The following Board of Directors was elected: H. P. Douglas, F. C. Budden, W. L. Bond, Shirley Ogilvie, H. G. Eadie, H. E. B. Smith and F. G. O'Grady.

The property of the Canada Radiator Company at Lachine has been sold by auction to the Asbestos Shingle, Slate and Sheeting Company, of Ambler, Penn., for $63,000. The area of the property is eight acres. The purchasers will at once erect a plant of their own to carry on their manufacturing operations in Canada. The company is also engaged in mining operations at Thetford.

The accounts for 1908 for Thos. Robertson & Co., metals and heavy hardwarde, Montreal, to be presented at the annual meeting show that the net revenue for the year was £15,840, being a decrease of £19,983 as compared with 1907, and, including £35,246 brought down, there was an available balance of £51,086. A dividend of 10 per cent. is recommended on the ordinary shares, payable quarterly, and it is proposed to transfer £10,000 to the reserve fund, making it £60 000, and leaving £8,286 to be carried forward.

The Smith Hardware Company has been formed in Montreal to manufacture and generally deal in hardware, and hardware specialties, and in telephone instruments and other appliances involving the use of electricity. The capital of the company is $20,000, divided into 200 shares. The chief place of business will be in Montreal.

Several good displays of enamelware and other kitchen utensils in city stores

indicate the near approach of the spring season. From now onwards is a good time to display such lines because with the lengthening days the housewife commences to turn over her kitchen, and to rout out the articles that have borne the brunt of the winter and want replacing. The plan of a prominent hardwareman in the city, in regard to his windows at this season of the year, is to start with displays of kitchen utensils, such as enamelware, tinware, food choppers, bread-makers, etc., and then on to house-cleaning goods, such as carpet sweepers, wringers, washing machines, brushes, mops and pails, following this up with paints, and then into gardening displays and so on. He takes due time to go from one series to another, and changes the setting of the windows frequently, although not the goods. He gives each department a fair showing. It is always well to be in advance of the season. A display of enamelware is likely to call the attention of the housewife to the need of a pan just as soon as the actual shortage is felt in the home.

The Jas. Walker Hardware Co., St. James St., are showing a good window of enamelware. The display is well arranged, and is an object lesson in what can be done with such everyday articles as enamelware. The window looks neat and does what it is intended to do, that is, to attract attention of the passers-by and makes them think of deficiencies in the kitchens at home.—F. J. A.

Province of Ontario

London May Not Buy Niagara Power—Peterboro Industries Active—Brantford Merchants Object to Moving Market Site—Some Good Sales of Spring Goods Being Made.

PETERBORO.

March 10.—Kingan Hardware Co. is showing several windows that are quite in season. One is a display of muskrat traps, the other is an array of paints for spring work.

J. J. Turner & Sons shipped a large number of tents to Gowganda and Elk Lake last week. These are for retail men and will be sold to prospectors. They also shipped 54 tents to Cochrane, the junction of the Transcontinental and T. & N.O. railway. They are to be used by the men engaged in the construction work.

The spring briskness has not yet manifested itself in a very marked manner, but the feeling is that the real fine weather will open up the building operations. Hardware merchants report that business is running along in a sort of uneventful way, but the expectations are that work which has been spoken off will brighten up their business.

The Peterboro Hardware Co. have an attractive window of fancy handles, locks, hinges, etc., for doors, a forerunner of the spring building activities and as a hint to contractors and builders that the time is almost ripe for action.

The hope is being expressed that the next convention of the Ontario hardware merchants will be held in Peterboro. The business men seem to think that this city would be able to meet all the demands made upon it and that the visitors would find many things of interest here.

The city council has abandoned the idea of engaging a commissioner of industries, but the city clerk will be asked to give as much assistance in this way as possible, helping the manufacturers and power committees.

C. E. Dettman, of Waynesburg, Pa., will start boring for oil and gas in the neighborhood of this city in a short time. This intelligence was given to the farmers from whom a lease has been secured of their property. It is mainly an experiment, although some are of the opinion that a find may be made.

MacGregor & Reid, electricians, have opened up new show rooms over their store and have fitted them to show to advantage their stock of electrical goods and fixtures.

In a recent statement Frederic Nicholls, of the Canadian General Electric Co., is quoted as follows: "This company has secured more new business during the past two months than during the preceding six months, and we have more enquiries on our books than we have had since 1906, and are, therefore, looking to the future with confidence." This is of special interest to this city, their shops here having suffered with other industries from the conditions of the past year. This company secured the contract let by the Hydro-Electric Commission for the equipment of twelve stations on the transmission line. The commencement of this work will mean a renewal of the activities of the works here and will be a great benefit to the city.

H. T.

OSHAWA.

March 10.—The town of Oshawa is endeavoring to secure more help for Eaton & Co's. factory. There are not enough girls in the town to meet the requirements of the factory and it is feared the company may move elsewhere.

A deputation from the Ontario Ashphalt Block Co. of Windsor, consisting of Mr. Goodman, Toronto, Manager, and R. Baugham, President of Windsor, waited on the Oshawa council at its last meeting explaining the advantages of ashphalt blocks for street pavement purposes. Oshawa is contemplating extensive work in this respect. The Board of Works of Oshawa was authorized to receive tenders for a steam road roller, cement mixer and a supply of tile and sewer pipe for 1909. H.T.

HAMILTON.

March 10.—One of the most gigantic undertakings in connection with the retail hardware interests in Canada that has been undertaken in years is that of the Mills Hardware Company, which will erect almost a block of buildings facing on South John Street, and extending almost to Hughson Street, and from Hunter Street to Woodmarket Square. The buildings will comprise five stores, a central heating plant and a stable a block in length. The costs of the buildings is being withheld, but it is expected that they will run up to the neighborhood of $100,000. The whole scheme has as its origin the extension of the business section and the development of a large farmers' trade. But one store will be devoted to hardware and the other four will be rented for whatever class of trade the tenant may be engaged in. Arches will be built between them and temporarily bricked in so that at any time they may be removed, fire doors installed and direct communication established between all the stores. This would give a department store effect and would tend to centralize the farmers' trade so that it would not be necessary for those who come into the city via John Street to go any farther into the business section than the new block.

The buildings will all be of red pressed brick. The store building will be but one storey, but will be of considerable height. A feature of it will be that practically all the stock will be carried on the ground floor and the basement will be fitted up for the sale of the heavy hardware. The accommodation will be arranged so that everything that relates to the hardware trade can be carried in stock. The stores will all be heated from a central heating plant in the rear of the main building, the result being that there will be no fires in the building. The store building will be 121 by 120 feet and will be built with structural steel beams, which will be turned out by the Hamilton Bridge Works Company. The stable will be 122 by 30 feet, and will provide accommodation for all the delivery outfits of the Mills companies. Already the old frame buildings which were on the site of the new structures have been removed. The contractors for the main portions of the work are Howard and Webber, masonry; McKellar and Poag, carpentering; Hamilton Steel & Iron Co., structural steel. The buildings have been planned by Charles E. Mills, architect, father of Nelson Mills, manager of the Mills Hardware Company.

Work will soon be started on the $30,000 building for the Y.W.C.A.

The Whipple Horse Collar Company, of this city, has been incorporated with a capitalization of $100,000.

Owing to the exciting times here the run on the hardware stores has turned from door locks, etc., to revolvers. There have been so many shooting affrays, hold-ups and assaults that the average citizen feels impelled to protect himself. The result is that the hardwaremen are deriving the benefit.

The Frost Wire Fence Company will make an important addition to its plant within the near future. The firm is going into the manufacture of its own wire and will erect a wire mill for that purpose. The proposed new building will cover about an acre of ground, and with equipment will cost in the neighborhood of $50,000.

The Canadian Roller Bearing Company has assigned to C. S. Scott, assignee.

D. L.

CHATHAM.

March 9.—Spring goods are coming in pretty steadily now. Hardwaremen state that, with the roads in any kind of condition, they go out pretty fast, too. "Last Saturday." remarked one hard-

wareman, "I sold 700 rods of wire fencing alone." More recently, a man drove in intending to take out 1,500 pounds of stuff, but did not do so on account of the roads. A fairly quiet spell may be looked for till the muddy season is over.

Cephore Gore, for the past 18 months or so a member of the P. Cunningham & Co. hardware staff, has taken a position as expert with the Massey-Harris Co. Mr. Gore has had quite a few years experience in hardware, having formerly been with the old firm of A. H. Patterson & Co.

Into the midst of The Hardware and Metal man's chat with a local merchant, three little girls interjected themselves with the pointed query, "Have you got any blotters?" "We're just out," rejoined the hardwareman, regretfully. "If I had given them blotters," he added, after the youngsters had gone, "before five minutes were up we'd have had 25 youngsters in here after blotters. The way the contagion spreads is wonderful. I've known 50 children come for blotters right in a string."

W. H. Goodhue, of Ridgetown, has completed the instalation of a furnace in the Morpeth Methodist Church.

An addition to the Chatham Collegiate Institute at a cost of $15,000, will probably be made this year, in response to the peremptory recommendation of the Education Department.

At the meeting of the Water Commissioners last week, renewals of plumbing licenses were granted to R. McG. Coyle, C. R. Bowers, John McKay, J. H. James, Watt & Sons, Edward Mackness, J. C. Wanless, Campbell & Callahan, and Westman Bros. Ex-Chairman Sheldon favored the appointment of a plumbing inspector, and Mayor Westman stated that the City Council intended considering a plumbing by-law. Despite sproadic protests on the part of manufacturers, the recent regulation requiring water services to be metered was left untouched, though it is likely manufacturers will be given favorable rates.

The Water Department will provide facilities for repairing water meters at cost. This decision was come to on the suggestion of Mayor Westman, who was not deterred by the fact that he was in the plumbing business himself from thus cutting into a little side line.

Chatham has yet another plumbing firm. Mitchell Bros. are just now opening a plumbing shop at 179 King Street West, in the ground floor of the Alexandra Block.

Duncan Graves has taken a position on the tinsmithing staff of W. H. Goodhue & Co., Ridgetown.

Hargrove Bros., of Sombra, have sold their hardware and general store to D. Davis.

J. H. K. Pope, of the McClary Co., London, spoke at the banquet held in Blenheim last week in connection with the Laymen's Missionary movement.

The Wallaceburg Brass Works installed new machinery last week. The manufacture of tops for fruit jars of all kinds has been commenced.

D. H. Douglas, of Stephens & Douglas, was in Toronto on business for a few days last week.

Wilson, Son & Arnold, architects, Chatham, have prepared plans for an addition to the Tilbury Public School.—W. E. P.

British Columbia.

Building Permits Show Big Increase at Victoria and Vancouver — Paterson Roofing to be Made at Vancouver— Business Change at New Westminster.

VANCOUVER.

March 6.—Nothing shows better the activity that is agitating industrial life on the coast than the building going on. Last week the value of permits issued amounted to $107,555, while the returns for January place Vancouver in the second place among Canadian cities, being surpassed only by Toronto, and then only by $20,000. This activity in building is only a concomitant of activity in other lines. Real estate is going again like it was two years ago, and the big jump in bank clearings indicate a good all-round business.

One of the large buildings proposed is the four-storey fireproof structure to be erected by the B.C. Electric Railway Company, to be used as offices on the site of its present office building. It will cost $250,000. Plans are now being called for on a competitive basis.

G. Rundle, Vancouver, manager of the Paterson Manufacturing Company, of Montreal, states that the factory here will be in operation in a little over a month. An entire block has been purchased in Fairview, and tar roofing material will be manufactured. The machinery is now on the ground.

R. J. Cluff, managing director of the King Radiator Company, Toronto, was here this week on a business trip. He left for the East on Wednesday.

Another visitor was Sandy Green, of Green & Lester, plumbers and steamfitters, of Winnipeg. He and Mr. Cluff left for the East together.

An indication of the revival in the lumber business is the starting again of the Pacific Coast Lumber Mills, after an idleness of several months. "If things were not looking better, we would not start," was the remark of the manager to Hardware and Metal.

VICTORIA.

March 3.—Building permits for February amounted to $121,620, which is an increase of almost $50,000 on February of last year. For the two months of this year permits to the value of $200,760 have been issued.

The Provincial Government are issuing strict orders to have all trees sprayed and are taking steps to enforce their orders. Hardware men are benefiting by the large sale of tree spray, most of the local stores having window displays of spray, spray pumps, etc.

The Oak Bay municipality, adjacent to Victoria, has passed a by-law to abolish taxation on improvements, the taxes to be on land value only. A by-law was also passed making it compulsory for intending builders to first take out a permit from the council.

A new directory which has just been published, gives 12,202 names of individuals, which, on a low estimate of three people to each name to allow for women and children, gives a total of 36,606. Including Orientals the population is estimated at 40,000.

The outlook in the building line for March is very promising. Several large structures are contemplated which, with the Chambers St. school, will run well into $100,000 in values. The B. C. Electric Co. contemplate erecting a large storeroom at the Gas Works to cost about $8,000, and the Victoria Creamery Company are about to take out a permit for their new building on Broad St., which, with machinery and land, will amount to $35,000. In addition to these the Silver Spring Brewery Co. have out plans for the erection of a modern brewery and plant to replace the old building bought from the Fairall Co. There are also a number of dwelling houses at from $2,000 to $8,000. So it looks pretty healthy, outsiders say that we are moving some.

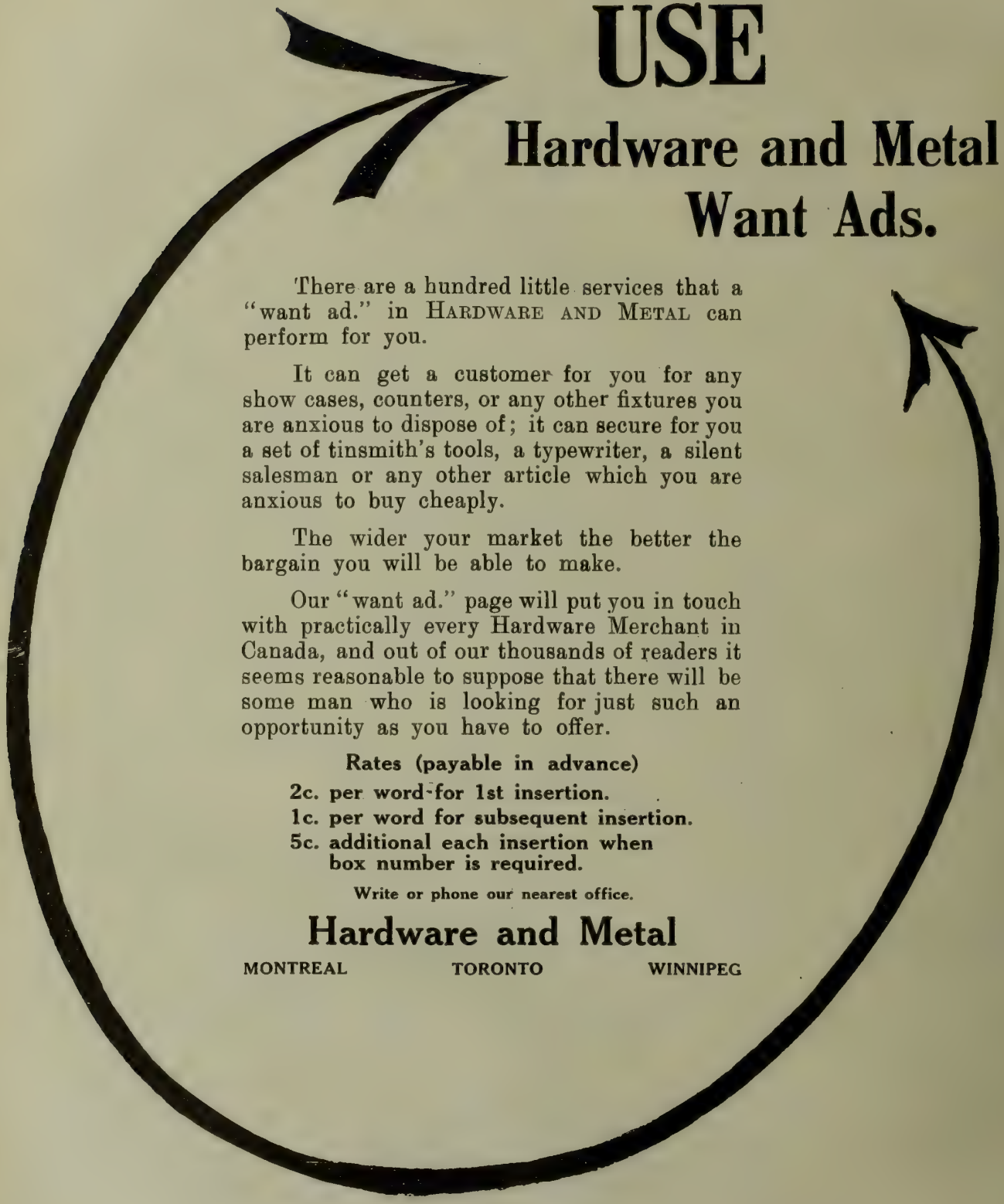
In the near future another big block is to be built if the plans of Balfour, Smye & Co., Hamilton, Ont., go through. This firm manufactures Tartan brand canned goods which have a large sale in the West and in order to handle their business a six-storey block is proposed to be erected as a distributing house for the coast.

Gardening is now in full swing here in the farthest West and hardware men are busy with spades, rakes and hoes.—W. B. C.

NEW WESTMINSTER.

March 6.—The Fruhling dredge has at last arrived from Europe, and will be utilized as soon as she is ready for deepening the channel between this city and the sea. The distance is about sixteen miles, and it is proposed to have a minimum depth of thirty feet. This will be a fine thing for industries. Many have already established here, and with a safe channel down the Fraser, the almost endless waterfront in the neighborhood of this city, will be available for sites for all kinds of purposes. They would have not only connection with two railways, but also deep sea shipping facilities. The Fruhling dredge was used at Stettin, Germany, by the Stetting Shipbuilding Company a year ago, and when purchased by the Dominion Government was engaged in deepening the channel at Hull, England, It is practically new.

The hardware firm of Hardman, James & McClughan has been dissolved. A. Hardman has retired, and it is not stated what business he will follow in the future. James & McClughan will continue the hardware business.



USE

Hardware and Metal Want Ads.

There are a hundred little services that a "want ad." in HARDWARE AND METAL can perform for you.

It can get a customer for you for any show cases, counters, or any other fixtures you are anxious to dispose of; it can secure for you a set of tinsmith's tools, a typewriter, a silent salesman or any other article which you are anxious to buy cheaply.

The wider your market the better the bargain you will be able to make.

Our "want ad." page will put you in touch with practically every Hardware Merchant in Canada, and out of our thousands of readers it seems reasonable to suppose that there will be some man who is looking for just such an opportunity as you have to offer.

Rates (payable in advance)

2c. per word for 1st insertion.
1c. per word for subsequent insertion.
5c. additional each insertion when box number is required.

Write or phone our nearest office.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

MANUFACTURER, hardware specialty wants agents for Ontario, New Brunswick, Nova Scotia, on commission. Selling wholesale and retail hardware trade. Box 802, HARDWARE AND METAL, Toronto. [12]

UNITED STATES firm manufacturing a fine line of sheet metals and sheet metal products, such as corrugated sheets, corrugated roofing, roll roofing, metal shingles, also complete line of galvanized buckets, pails, wash-tubs, etc., are anxious to secure good Canadian agents for Montreal, Toronto and Winnipeg. State lines already carried and address Box 814, HARDWARE AND METAL, Toronto. (13)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

SECOND-HAND tinners' tools. For list apply to Box 807, HARDWARE AND METAL, Toronto. (12)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

HARDWARE SALESMAN WANTED—A man capable of doing business with jobbers direct from the factory. State age and experience; must be furnished with very best references as to habits. Box No. 809, HARDWARE AND METAL, Toronto. (12)

TRAVELER or experience in the Stove and Furnace Business for the Provinces of Quebec and New Brunswick. Must speak English and French. Address Box 786, HARDWARE AND METAL, Toronto, stating experience, salary, etc. (tf)

WANTED—Buyer and manager for cutlery and sporting goods department of wholesale hardware house. Apply, giving full particulars, H. 9, HARDWARE AND METAL, Montreal. (tf)

WANTED—Hardware clerk, must be good stockkeeper and salesman. Apply stating age, experience and salary expected, to Peart Bros. Hardware Co., Regina, Sask. (13)

WANTED—Experienced young man for retail stove and tinsmith business with $2,000 or more to invest, salary given, interest guaranteed and share in profits. Will sell business if desires to purchase now or later. Box 811, HARDWARE AND METAL, Toronto. (14)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

IF YOU are looking for a side line to add to your business there is none better than COLUMBIA GRAPHOPHONES. Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want, while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods so d in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or someone else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. Toronto Phonograph Company, Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

7,217—National Cash Registers were sold during May, 1908. That's more than were sold during May, 1907. The National Cash Register Company, F. E. Mutton, Canadian Manager, corner Yonge street and Wilton avenue, Toronto.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner lamps can be received by return mail by applying to our representatives or direct to THE PITNER LIGHTING CO., Limited, 36-38 Lombard St., Toronto, Ontario.

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE BUSINESS FOR SALE in one of the finest farming sections of Ontario. Two railways. Stock about $4,500. Good reasons for selling. Address Box 782, HARDWARE AND METAL, Toronto. (11)

WELL established general hardware business in prosperous eastern Ontario town surrounded by excellent farming district. A good opportunity. Good reasons for selling. Box 812, HARDWARE AND METAL, Toronto. (12)

STORE FOR RENT

NEW STORE to rent in Galt, Ont., opposite the Post Office. One of the best locations in town. It is now under construction, will be completed the first of April, 1909. Size, 40 ft. front, 100 ft. deep. Fine basement under whole building. For particulars address J. C. Deitrich, Box 915, Galt, Ont. [12]

TECHNICAL BOOKS

ESTIMATING, by Edward Nichols, Architect.—140 pp. 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

ELBOW CHART FOR TIN AND SHEET-IRON WORKERS—This chart is one of the most practical and convenient systems offered for drawing accurate patterns. It gives and rise of the miter line of elbows of any diameter and number of pieces for any angle, and is adapted to the wants of tinners, boilermakers and other workers in sheet iron and in heavy metals. Size 11 x 14 inches. On heavy Manilla paper. Price 50 cents. MacLean Publishing Co., Technical Book Dept , 10 Front St. E., Toronto.

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

HARDWARE WINDOW DRESSING—This book just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from $1,000 to $10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn $100 to $500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 288 NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Room 511, Union Bank Bldg, Winnipeg.

Winnipeg, March 9.—The wheat situation has been the leading interest for another week and bids fair to hold the centre of the stage until navigation opens at least. Winnipeg is at present a narrow and easily influenced market, so that it goes up and down with almost equal rapidity. It broke Thursday and Friday and showed on Friday night a drop of 4½ from the high point of the month for May, but on Saturday, with apparently no reason, it rallied 2c. This was mainly on a big buying order of one brokerage firm and was supposed to be for one local speculator only.

The high prices of the earlier days of last week certainly increased the receipts passing Winnipeg, and though lines of elevators report that receipts are still light, they are certainly increasing. There seems always wheat to be dug up once the price is high enough.

The advance in prices has put a serious check on export trade, but some fifteen to twenty loads was worked on Friday night, and was sold on the bid received on offers sent out on Thursday when the market was at its high point, by Saturday morning cables were so much lower that with the reaction of 2c it was impossible to do business.

The milling trade presents some interesting features. Pretty close inquiry goes to show that both of the largest milling companies still need to buy wheat and a good many are speculating as to whether the failure to agree to put up the price of flour in proportion to the recent advances in wheat, bears any relation to the fact that they need more wheat and have been waiting for the slump. It was pretty generally understood they were buyers on Friday when the market reached its low point and indeed are buyers right along when there is any break in the market. Reports reaching here from Ontario indicate that the stocks of Ontario millers are lower than usual and that they, too, have been hoping for a slump in Western wheat prices.

Autumn Damage to Wheat.

The U.S. Government report of Monday is being awaited with considerable interest as the recent crop news from the winter wheat states has been bearish, or rather more bearish than expected. There are a good many Winnipeg grain men touring in the south at present, as is usual during February and March and letters and wires from them indicate that damage to winter wheat is really serious. The damage being largely that, at the time the wheat was planted the ground was so fearfully dry that a very large quantity, many thousand acres, was blotted out and never replaced. In many parts of the winter wheat states the weather continues extremely dry and some of the most conservative of the Winnipeg dealers, who have been quietly gathering information for some weeks, hold a very unfavorable opinion of the winter wheat crop. The condition of the United States winter wheat crop is unquestionably the leading factor in whether our wheat will or will not go higher.

Oats have continued to develop interest during the week and the outlook is strong. The demand from Ontario has increased very materially and there are also many inquiries from the West from railway contractors.

The enormous amount of railway construction planned for the coming summer has stimulated interest in both oats and horses.

Ontario Horses Go West.

Shipments of horses from Ontario have been heavy of late and there have been one or two auction sales at which the prices realized were good but the best trade is being done quietly in the big sale barns. One house sold 45 horses in less than a week and the demand is certainly good. Dealers complain that they cannot get as many good heavy horses from Ontario as are required for the Western trade.

The movement in the direction of railway construction has helped the price of hay also, but only for freshly baled hay. Hay that was baled in the fall with the view of supplying lumber and wood camps continues a drug on the market and many who speculated in the baling of hay will lose considerably. The long spells of extremely mild weather have also materially lessened consumption among the farmers themselves.

Millinery Openings.

It is a far cry from oats and hay and horse to millinery openings, but all have their place in the situation in the West just now. The spring openings of both the wholesale and big retail houses were all held during the past week and the department stores also held openings of spring costumes and suits. Wholesale men and retail alike agree that it has been the best opening season for several years. The weather was exceptionally fine and mild, there was a large attendance of milliners from country points at the wholesale openings and they bought largely of good stuff. Retail men declare also that this spring the amount of orders actually placed on the opening days was exceptionally large.

Spring millinery and suit openings are generally considered a pretty good barometer of trade conditions and certainly the barometer showed a strong upward tendency in the volume of trade.

Government Owned Elevators.

It looks very much as if the Roblin Government, which prorogued this week, wanted to shut off inquiry into many of their little doings which have been actively pushed by the Opposition, as there is still a large amount of business that has not received adequate attention and the session was exceptionally short. The present attitude of the Roblin Government is to throw the whole onus of the ownership of elevators on the Dominion Government. The argument has been hot along this question and also along the line of compulsory education.

In the matter of the Government ownership of interior elevators, in spite of the monster petition presented to the Government asking for them, there are not lacking signs that the more intelligent and thoughtful of the farmers are in no haste to have this question decided off the bat. It involves too much and is too radical to be dealt with in a hurry. The chief indication of the awakening of farmers along that line is the increasing number of letters on the subject to the daily and weekly papers.—H.

Winnipeg Hardware Markets.

Values are stable on the local market at present, there being no quotable changes of interest this week. Orders for spring and summer delivery are being booked in large volume and the turnover this spring will be the largest in the history of the West. Builders' hardware is in special request.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized, wire, 6, 7, and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron, No. 0 to No. 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSENAILS—"MRM," cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg base.

PRESSED SPIKES—¼x5 and 6, $4.60; 5-6x5, 6 and 7 $4.25, ⅜x6, 7 and 8. $4.10, 7-16x7 and 9, $4.00, ½ x 8, 9 10 and 12, $3.90, ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron, 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. copper; No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper

ENAMELED WARE

The Most Complete Stock in the West : :

Book Your Spring Orders With Us : :

Wholesale Hardware **REVILLON BROS.** *Edmonton Alberta*
Limited

G. F. Stephens & Co., Limited
WINNIPEG AND CALGARY

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Polished Plate Glass
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Practical Work for Advertisers and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad. Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

THE REAL VALUE OF A FURNACE SALE

is not as much the profit on one sale, but rather the number of sales you are sure to make in the future, when you place a reliable furnace—A furnace your customer will recommend to his friends

Let us help you to start right.

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TORONTO, ONT.

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WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

burrs, No. 7, 39c ; 8, 40c ; 10, 43c ; 12, 46c. Copper rivets and burrs : No. 8, 30½c; 10, 33c per lb.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15 ; No. 1, $1.90 ; 2, $1.60 ; octagon, extra, $2.30 ; 1, $1.60.

AXES—Bench, 40 and 5 ; broad, 5½ to 7½ ; $21 per dozen ; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25 ; Black Diamond, $9.25 ; Standard flint edge, $8.50; Copper King, $8.25 ; Columbian, $9.50 ; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75 ; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½ ; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75 ; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35 ; Famous enamelled ware, 50 ; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9 ; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼; pure manila, 12¾; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise plain, 45c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c ; Victoria, plain, 70c ; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c ; Victoria and Jubilee, tarred, 86c ; Triumph and Joliette, tarred, 84c ; Cyclone, tarred, 78c ; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20 ; galvanized, $4.30; 26. $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33 1-3; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance, Primers, Canadian, $1.55; Americans, $2.00. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $17.50; 10, $20.00; 12, smokeless, chilled, English, $22.50; Canadian, $23; 10, smokeless, chilled, English, $25.00; Canadian, $22.50. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar Iron $2.35 ; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5.00. Lead pipe, $6.00.

SHEET ZINC—Casks, $7.50; broken lots, $8.00.

COPPER—Planished copper, 33½c per pound; tinned, 24c.

IRON PIPE—It is impossible at the present time to quote iron pipe prices with any approach at accuracy. Prices given below are nominal prices only, quotations considerably lower being obtainable: Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9 ; 1½. $10.75 ; 2, $14.40 ; 2½, $24.40 ; 3, $31.50; 3½, $39.50; 4, $45 ; 4½, $52; 5, $58; 6, $75. Galvanized ; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60 per cent.; nipples, 75; classified malleable fittings, 25; malleable bushings, 60; malleable unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4.00; 22 and 24, $4.10; 26,$4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20, $4.10; 24, $4.30; 26, $4.70; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.00; ½ box, $4.75; IX. full box, $9.00; ½ box, $5.75; IXX., full box, $13.00; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES—Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c ; Capital cylinder, 59 and 54c ; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 27c; medium castor, 26c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c ; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c ; Starlight, 20c ; Sterling Light, 24c. Engine gasoline, gal., 22½c; f.o.b. Winnipeg, cases, $2.50.

PAINTS AND OILS — White lead, pure, $6.00 to $6.50, according to brand; bladder putty, in bbls., $2.40; in keys, $2.55; turpentine, bbl. lots, 65c. Linseed oil, raw, 68c; boiled oil, 3c per gallon advance on this price.

EDMONTON MARKETS.

March 11.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25 ; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES — "MRM" and "Bell," $5.15 base.

HORSENAILS—"MRM," new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. In less quantities than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85 ; brass, 75 ; round head, bright, 75 and 10 ; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c. ; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55 ; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c ; pure manila. 15c.

BUILDING PAPER—Plain, 62c per roll ; tarred. 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65 ; 12, smokeless, chilled, English, $25; 10, $29 ; 12, Canadian, $24; 10 Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90 buck, $8.30; 28 ball, $8.70 ; powder, F.F., Hamilton, $5.25 per keg.

EDMONTON.

March 5.—Trade has been fairly active during the past week, mild weather for the past three weeks seems to have stimulated business and there is a good demand for rope, bolts, nails, bar iron, blacksmith's supplies, building paper, and clevises. Barb wire is moving freely and a great deal better than this time last year. Ready roofings are also in much better demand than a year ago.

The City of Edmonton is awarding contracts this week for iron pipe, lead pipe and brass goods for the waterworks department.

The Provincial Government is placing an order for approximately 40,000 lbs. of steel bars to be used on the new Parliament buildings.

Lundy & McLeod, Edmonton, have sold their hardware business to the Chown Hardware Co., also of Edmonton.

A. T. Chambers, of "The Fort," made a flying trip to Edmonton this week.

R. B. Wilkinson, Content, was a visitor to Edmonton for a few days.

K. R. Morrison, Morrison & Bryenton, Spring Lake, was an Edmonton visitor this week.

T. Breen, of Fowler & Breen, who have hardware stores at Wetaskiwin and Sedgewick, was in the city early in the week.

H.

CALGARY.

March 4.—Business for the past couple of weeks is improving greatly. The weather has been very mild, and all the contractors are preparing to commence their spring work, also finishing up all kinds of outside work which they were unable to do anything with during the cold spell. There are also quite a number of Americans in and around the city at present prospecting and are making enquiries regarding all building materials.

W. H. Waugh, of the Comer Hardware Co., accompanied by Mrs. Waugh, left for his former home at Summerside, P. E.I., on Thursday last to attend the funeral of Mr. Waugh's father, who passed away on the morning of Feb. 25.

Any person wishing to have an insight into Calgary, and to possess fifty-six pages of first-class reading matter, should not delay in securing a copy of the anniversary number of the Morning Albertan, issued Monday, March 1st.

A. R. A.

INGOT

ANTIMONY
COPPER
LEAD
ZINC
TIN

IN STOCK

A. C. LESLIE & CO.,
LIMITED
MONTREAL

ROSS BROS.
LIMITED
WHOLESALE HARDWARE

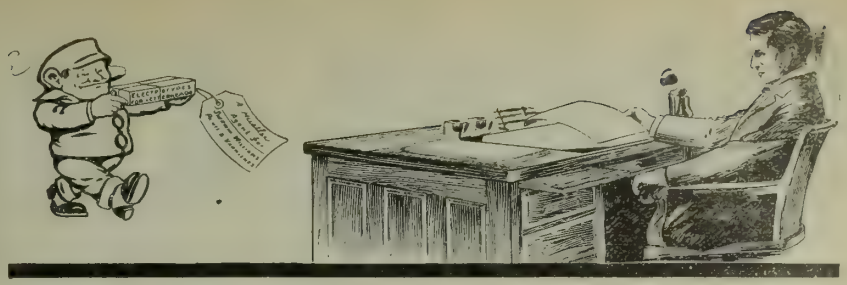
We are headquarters for

Plasterers' Hair

See our travellers before ordering elsewhere

EDMONTON, ALBERTA

The
Condensed Ads.
on page 55
will interest you



Your New Letter Heads.

Messrs. Barry & Butler,
Allentown, P. Q.

Gentlemen:-

I have your letter of the 15th inquiring if we can give you any assistance in the preparation of your new letter heads. We most certainly can. In order to help our agents have more attractive and tasteful stationery we have prepared a number of special designs, not only for letter heads, but for bill heads, statements, envelope corner cards, checks, etc., in one and two colors. I am enclosing samples of these designs and if you will select the ones you desire and state the exact wording you want to have appear, we will be glad to have the type matter set up and furnish you with electrotypes all ready for your printer to put on the press.

Many printers, especially in small towns, have not the facilities for getting up attractive stationery, and often the merchant is compelled to send out stationery that misrepresents him and creates a wrong impression of his store. By taking advantage of our stationery electros you can always be sure of neatly printed and up-to-date stationery, and your local printer should also give you a better price for the work, as he will not need to set up any type.

Yours very truly,

C. C. BALLANTYNE.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: Toronto, Ont., and Winnipeg, Man.
492

"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.

CAMPBELL'S VARNISH STAIN

The original and only real varnish stain for renewing all **Interior Woodwork, Floors** and **Furniture.**

We would like to tell you about the **Special Advertising Inducements** we offer with an order of these goods.

THE
Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Municipal Undertakings.

Simcoe, Ont., ratepayers have passed a by-law authorizing the instalation of a waterworks system.

Tenders will be received until March 23, 1909, for the proposed waterworks system at Burlington.

Meaford ratepayers have passed a by-law authorizing the instalation of a waterworks filtering basin.

The Hamilton sewers committee will procure more land for the proposed west end sewage disposal works.

Fort Erie ratepayers will vote on a by-law to authorize the raising of $50,000 for waterworks purposes.

Estevan, Sask., ratepayers will probably vote on March 12 on by-laws to raise $30,000 for fire protection purposes.

The Roberts Filtration Co., of Philadelphia, Pa., has been awarded the contract for the instalation of a filtration plant at Edmonton, at cost of $16,500.

A new main sewer will be constructed at Sarnia.

Industrial Development.

A sawmill will be erected at Sturgeon Falls, by Oscar Rusk.

The Albion Brick Co., Vancouver, will build a saw and planing mill.

A large cement works will be established at East Kootenay, B.C.

The Atikokan Co. intend starting up their blast furnace at Port Arthur in the spring.

The Meridan Britannia Co., Hamilton, will erect a three-storey addition to their works.

The Ogilvie Milling Co., of Montreal, is contemplating establishing a branch mill at Sudbury.

The Lethbridge Brewing and Malting Co. will erect a $75,000 malt house during the summer.

The Davidson-Ward Lumber Co. are erecting a 20-machine shingle mill at Loughborough Inlet, B.C.

MacVicar & Heriot have prepared plans for a factory building to be erected for J. Eveleigh & Co.

The International Harvester Co. will erect a four-storey brick warehouse at Calgary and another large warehouse at Saskatoon.

C. E. Deakin has the general contract for the erection of a new warehouse and office building at Montreal for W. J. McGuire & Co.

Joseph Perreault, of Montreal, has awarded the contracts for the erection of the Campbell Manufacturing Company's new warehouse in Ville St. Louis.

The Vancouver Pipe and Foundry Co. will erect a large foundry in the southern part of Hastings townsite, B.C. The proposed building will be 150x75 feet.

Plans are being prepared for the erection of some important buildings at Regina during the coming season. Among others, a large structure for the Heintzman Piano Co. will be erected.

The Edinboro' Timber Co., Vancouver, capital $200,000, has been granted a British Columbia charter to manufacture lumber, run sawmills, make sashes and doors.

The Canadian Packing Co., whose plant at Pottersburg was recently destroyed, have secured a site in London, on which they propose to establish a public abattoir.

Another new industry is the Welland Stove Works, which has just been organized. Plans are ready for a factory building, and 50 hands will be employed beginning June 1.

The plant of the Fraser River Tannery Co., New Westminster, has been sold to the Swift Packing Co., of Chicago. The plant will be greatly enlarged and operated to its full capacity in the near future.

The Keystone Engineering Co., Toronto, are contemplating locating at Wiarton. They state if satisfactory arrangements can be made they will employ from 150 to 500 men and pay $100,000 annually in wages.

Indications point to a speedy commencement of work at the steel works, Cobourg. The machinery has now arrived and is being placed in position. An 80-foot crane is in operation and used in placing the machinery.

Railway Development.

An electric railway is proposed to be built from Medicine Hat to Calgary.

The Canadian Pacific Railway will construct a branch line from St. Mary's to Stratford. The distance is 23 miles.

The Moose Jaw Board of Trade has received word that the G.T.P. will probably construct a branch to Moose Jaw from Regina this year.

The Tillsonburg, Lake Erie & Pacific line is said to have been acquired by the Canadian Pacific, and that road is seeking authority to build from Ingersoll to Collingwood.

Public Buildings.

A town hall will be erected at Lanigan, Sask.

About $100,000 may be spent for new schools at Lindsay.

An addition will be built to Harkins' Academy, Newcastle, N.B.

Oshawa ratepayers have voted the sum of $20,000 for a new high school.

Municipal buildings to cost $10,000 are proposed to be built at Estevan, Sask.

A Roman Catholic church and school will be erected at Lacombe, to cost about $65,000.

Winnipeg hospital commission has made a report recommending that the general hospital be enlarged.

The Port Arthur City Council have accepted a grant of $30,000 from Andrew Carnegie for a public library.

The congregation of the Lethbridge Baptist church is contemplating the erection of an addition to their church this year.

The N. B. Provincial Government has promised financial aid towards the construction of a tuberculosis hospital at St. John.

Plans have been prepared for the erection of a new two storey school building at Prince Albert, to be erected by the Separate School Board at a cost of $8,000.

Tenders have just been taken by George Rankin, Hamiota, Man., for the erection of a Presbyterian church at Oakner, Man.

The contract for the new building for the Halifax Children's Hospital has been awarded to Walter Lownds at about $15.000.

A proposition is before the London Board of Education regarding the erection of a technical school in conjunction with the collegiate.

Roland W. Lines has been instructed to prepare plans for a new 16-room high school building, to be erected at Edmonton this year at a cost of approximately $75,000.

Darling & Pearson, Toronto, are revising the plans for the Faculty of Education and Pedagogy buildings, which will be erected this year, on a smaller scale than previously intended.

Residents of Westboro, Woodroffe and Ottawa West decided to erect a school building at Westboro and a smaller building at Woodroffe, to be completed by Oct. 1, cost not to exceed $18,000.

Sydney, N.S., school committee recommends the construction of a new and thoroughly modern academy with as little delay as possible. It is estimated that the sum of $50,000 would be required.

Smith Bros & Wilson, Regina, have been awarded the contract for the erection of the land titles building at Saskatoon. The contract price is $26,700. Work on the building will be started in the spring.

About $100,000 will be expended in repairs, new buildings, etc., at the provincial hospital, at St. John, N.B., which was recently badly damaged by fire. A separate building of brick and stone will be erected for the heating and lighting plant and laundry.

Raymond, Alta., ratepayers decided that another election would be held to vote on raising money to build a 12-room school building. Plans had previously been prepared for an 8-room building, but it was found that this would not give sufficient accommodation. Estimated cost of 12-room building is given as $30,000.

New Companies.

The Reflecting Awning Co., Montreal; capital, $20,000; to manufacture awnings and window shades. Incorporators R. King, H. Cartier, J. L. Richard, Montreal.

The J. J. Wilson Mfg. Co., Ottawa; capital, $20,000; to manufacture shoe and stove polish. Incorporators, J. J. Wilson, W. H. V. Hooper, E. P. McGrath, Ottawa.

H. L. Bowers, Ltd., Port Hope; capital, $40,000; to manufacture building, foundry and sanitary supplies. Incorporators, H. T. Bush, A. E. Pipher, H. L. Bowers, Port Hope.

Rondeau Gas and Oil Co., Kingsville, Ont.; capital, $100,000; to produce and refine natural gas and petroleum. Incorporators, S. L. McKay, B. Jasperson, Kingsville; L. G. Neely, St. Mary's, Ohio.

Empire Fence Export Co., Walkerville; capital, $10,000; to manufacture wire, wire fencing and products of wire and iron, as well as machinery. Incorporators, M. Church, Detroit; J. W. Coatsworth, R. P. Hall, Walkerville.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

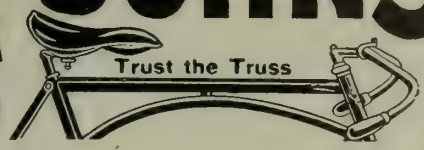
WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

IVER JOHNSON

Truss Bridge  Bicycle

Dealers

like to sell the Iver Johnson Truss Bridge Bicycle because it remains sold—proof against "come backs." Our **Agent's Proposition** is worth looking into, for the man who would make good money on a good proposition.

Riders

prefer it because it is the most durable because it is made of the best materials by the most skilled mechanics in the world. Costs moderately in the beginning, nothing for repairs if not mistreated, and costs least, therefore, in the end.

Send for Free Catalogue

It illustrates the 1909 models and shows why the Truss Bridge is so popular among dealers and riders. It is a text book on bicycles.

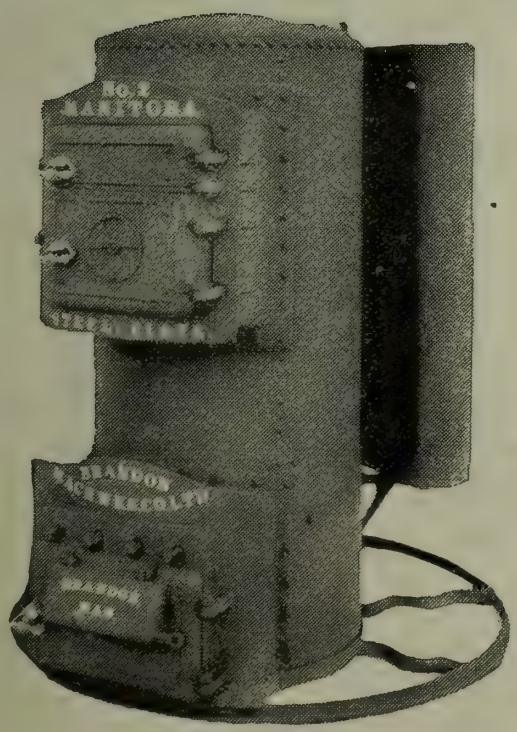
WRITE TO-DAY

Iver Johnson Arms & Cycle Works

Factory and General Sales Office: 330 RIVER STREET, FITCHBURG, MASS.

Pacific Coast Distributors: BAKER & HAMILTON, San Francisco, Cal. New York Office: 99 Chambers St.

Southern Selling Agents: HENRY KEIDEL & CO., Baltimore, Md.



We Want Agents

to sell the

Manitoba Steel Plate Furnace

We want a good hardware man in every town to handle our furnace. It will burn Souris and other soft coals mined in the West, and it will burn them economically. It is the furnace Western people have been looking for. If you are from Missouri, so much the better. Ask us and we will show you.

The consumer saves 25 to 40 per cent. on fuel when he uses the Manitoba.

The Brandon Machine Works Co., Limited

Brandon, Manitoba

Novelties for the Hardwareman

NEW STEEL SHINGLE.

Hardwaremen and tinsmiths are taking a new interest in metal roofing this year for many reasons, not the least of which is Hardware & Metal's oft-repeated commendation of this line as a profitable one for the dealer to push. Many of our readers are already familiar with the construction of several of the different galvanized steel shingles being made and they will be interested to know that a new article of this kind has recently appeared.

The "Galt" steel shingle was invented and patented in 1908 by The Galt Art Metal Company, Galt, who

Galt Steel Shingles.

are now installing an elaborate plant for the manufacture of the "Galt" shingle and are prepared to back it to the limit as a trade winner.

It is claimed by the manufacturers that the shingle is weather-tight under all conditions—that the construction of the side and end locks will keep out the most penetrating storm.

Figure 1 is an enlarged view of the top of the side lock. This end is closed by a blow from the hammer after laying and positively prevents wind driving rain or snow through the roof at this point. This closed end valley is an exclusive feature of the "Galt" shingle and is a very real improvement.

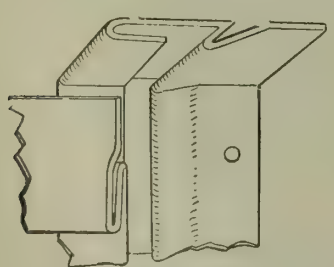


Fig. 1.

Figure 2 is an enlarged view of the bottom of the side lock and shows how the end lock is carried past the side lock to the edge of the shingle without a notch or opening of any kind. As the cut shows, the "Galt" shingle is embossed in a bold Gothic Tile pattern

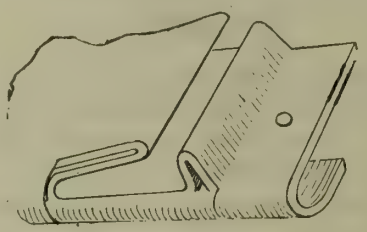


Fig. 2.

and presents a very handsome appearance on the roof. Because "Galt" shingles are laid without cleats, notches, rivets or solder the makers claim that they are the most easily applied.

Readers of Hardware and Metal can secure samples and full particulars of the "Galt" shingles by writing the manufacturers.

NEW HARDWARE STORES.

Frank A. Child, Hardware & Iron merchant, of Matheson, intends opening a new branch store at Cochrane, and is expected in Toronto next week to purchase his stock.

J. E. Mosley, hardware merchant, Huntsville, has shipped a stock of heavy hardware and miners' supplies to his new branch at Gow Ganda. Jno. Duncan has been placed in charge. The firm has been dealing in heavy hardwares for some time.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Ready for Fishing Season.—Wm. Croft & Sons, Toronto, realizing that the fishing season is near at hand are advising the trade to stock up. They have issued an illustrated catalogue devoted to fishing tackle, which, they say, are the kind needed. The firm also deal in hammocks and sporting goods generally, and they invite hardwaremen to write for their catalogue.

"Mist-like Spray Sprinkler."—What is claimed to be a perfect lawn sprinkler is "The Fountain Sprinkler," made by the Standard Stamping Co., Marysville, Ohio. The holes in "The Fountain" are not merely holes punched in a round box to let the water out, nor a group of straight round streams working with mathematical precision; but a natural shower of spray, like mist, whose results are said to be perfect. A sample for comparative test will be sent post paid to any dealer at the wholesale price.

Improved Washing Machine.—J. H. Connor & Son, Ottawa, are makers of the "Connor Ball Bearing Washers," and have issued a booklet which tells about them. This machine swings on ball bearings, assisted by two coiled steel springs. The tub is detachable from the framework and stand, and the wringer stand is very solid. Unlike other washing machines this one has a rack for holding the basket to catch the clothes as they come from the wringer.

Trust the Truss.—The Iver Johnson Arms & Cycle Works, Fitchburg, Mass., use the above catch phrase to attract attention to their wheels, and invite requests for their free catalogue, illustrating their 1909 bicycle models, and showing particularly the good points of their "truss bridge." This bridge is a double-tube arch holding rigid the framework of the Iver Johnson bicycle. Hardwaremen are invited to look into their "agent's proposition." This bicycle is claimed to be made of the best materials by the most skilled workmen, and at moderate cost.

Model Saw Catalogue.—One of the most voluminous and complete lists of goods ever received by Hardware and Metal is the 1908 hardware edition of E. C. Atkins & Co.'s saw catalogue. It is a green-covered, red-trimmed, cloth-bound book, of 256 pages, and every article enumerated therein is illustrated and described by picture and word. The head office of the works is at Indianapolis, Ind., and branch houses are located in all the larger cities of the United States. The Canadian factory is at Hamilton, and an excellent picture of these works is the principal illustration of the book. A private telegraphic

New Atkins Saw Catlogue.

code for ordering Atkins' goods is not the least useful chapter in the book, and besides treating of saws, saw tools and mill specialties, about seventy pages of the catalogue are devoted to other articles handled by hardwaremen and made by the Atkins company. A complete index for ready reference is placed at the back of the book, and a supplementary list of additions and changes is enclosed.

News of the Paint Trade

THE SPRING CAMPAIGN.

In preparing for his spring campaign the paint dealer should pay particular attention to his advertising matter. Advertising, properly handled, is like the enveloping movements of a successful general, it wins the battle. As we have before pointed out, the paint demand needs cultivation. The public generally are not yet properly educated to the value of paint. Until they are shown by repeated hard knocks what can be done by the expenditure of a few dollars, they are inclined to dismiss the matter of paint from their minds until one day a neighbor's house becomes resplendent in its new coat, and then a hurried visit is made to the nearest paint store or the matter is left over until next year.

It is the dealer who must put before the consumer the value of paint in such a way that the latter is made to think of paint a long while before the time for painting has come. The attempt must be made in no half-hearted manner. The educative work must be done, as we have said before in this journal by a follow-up campaign, and, as this takes time, the dealer must start in at once. Advertising matter is silent salesmanship. It is always working for the store, and the dealers in sending out his circulars, or what form of advertising he may decide upon, is preparing sales for himself all the day round.

In these circulars, the merchant should draw attention to the value of paint, to its preservative qualities, as well as its merits as an investment pure and simple. Point out that the building, implement, or fence in need of paint is costing the owner more than the price of several paintings. If you can bring this home to the consciousness of the man who is unknowingly bearing this cost, he will not hesitate to put off painting. Point out the good percentage of interest involved in painting. A landlord by spending a few dollars adds hundreds to the value of his property as a selling proposition. Do not forget the interior of the homes. Paint is a disinfectant, and it is a beautifier. It makes an ugly corner look cheerful. Interest the wife, and you will interest the husband. But all this can not be done by single efforts. The dealer must follow up one circular by another, and get the district so impregnated with the thought of paint, that when the snow melts and the warmth comes to the land the first thoughts of the community shall be of paint.

It is well for the dealer to make himself acquainted with every case of paint needed within his district, and knowing the cases, he can concentrate every effort upon them. If possible a personal canvass is the best method of rounding up the districts, but a busy dealer has not always the time for this, or a reliable assistant at hand to send out in

his place. But a spirited advertising campaign, and a plentiful use of the matter supplied by the manufacturer is a good substitute. Paint sales breed paint sales, and the first customer will soon be followed by another. The great point is, in all this, that there should be no procrastination. The merchant must strike at once and strike often if he wishes to make his spring campaign successful.

GOOD WINDOW DISPLAY.

An effective and easily arranged window display can be made with cans of paint and specialties, bright colored ribbons, and show cards. The cans are placed on a flower stand or small table in the centre of the window space about three or four feet back from the glass. The show cards are grouped on the floor of the window in such a manner as to be easily read. See that cans and cards are not huddled together, but placed in pleasing positions. Then tie a ribbon to each can and let it lead down in a graceful curve to its corresponding show card. It may be necessary to cross the ribbons, but if each is of a different color there will be no difficulty in following them with the eye from card to can and vice-versa.

The effect of this display, says an exchange, when properly arranged, is striking. The bright colored ribbons attract the attention of every passerby. The show cards, of course, describe the goods, but may have much or little lettering on them, as desired. For example, the show card on which a ribbon is attached leading up to the can of mixed paint may be lettered "Our reliable house paint," and similarly for floor paint, porch and screen paint, varnish stain, etc., or the goods may be more fully described and their virtues dilated on. The main object, however, is to arrest the attention of the public, and this the ribbons, cans and cards will do, if tastefully arranged.

Paint and Oil Markets

MONTREAL.

March 12.—The cheerful feeling noted last week is more than ever in evidence, the trade generally being quite optimistic as to spring business. Orders are no longer being held back to await shipping instructions but are now marked either for immediate shipment, or the latest the 1st of April. While paints, colors, varnish, stains, and enamels are now sold in increasing quantities during the winter months, it requires the strong light of the spring to show up most effectively shabby, weather-stained, surfaces. Hence, the spring will always be the great rush time of the paint trade. That the coming months are to be no exception to the rule is evidenced by the development of trade, and the encouraging reports being sent in by the travelers.

TURPENTINE—With unusual uniformity, turpentine quotations in the South show little variation. This condition gives confidence, and with the fair amount of consumption now in evidence, quotations locally are unchanged. We continue to quote 58c for single barrels, net 30 days.

LINSEED OIL—Buying seems to have been removed from the arena of speculation, and the inquiry is of a nominal character. There is no change in quotations. Raw 1 to 4 barrels 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9 barrels, 61c. Strictly net, 30 days.

GROUND WHITE LEAD—Orders have been very heavy during the past week. While this may be only spasmodic, it is hoped that it is but the commencement of a much better demand than has been experienced for some time past. As a result of the improved trading, the market is firm and quotations are unchanged. Strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—Red lead shows improvement, after a long period of quietness, and the market is in better strength. We quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs $4.50, and smaller quantities, $5.50.

COLORS—As is only natural at this time of the year, the shipment of colors is experiencing a good lift up, and all lines are feeling the improvement. Window greens, ochres, and vermilions especially, are showing a vigorous movement.

VARNISH—All lines are reported to be in fair demand, and as gum, turpentine and methylated spirits are cheap, buyers have much confidence.

PARIS GREEN—The call for Paris green is only light, the market seemingly having been thoroughly canvassed. There is no change in quotations: 1-lb. packets, 100 lbs., in case, 21c; 1-lb. packets, 50 lbs., in case, 21½c; ½-lb. packets 100 lbs., in case, 23c; 1-lb. tins, 100 lbs., in case, 22c.

WHITE ZINC—Owing to the improved trade conditions, white zinc is in fairly active demand at unchanged prices. Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—A slight improvement is reported in the shipment of putty. Stocks being large, and well assorted, no difficulty is being experienced in fulfilling orders. We quote: Standard putty, 880-lbs., in casks, $1.65; in 100-lb. drums, $1.90; bladder putty 400 lbs. in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

BIG

Newspaper advertising campaign this spring on "English" liquid paint in the leading newspapers of Ontario, Quebec, and the Maritime Provinces.

Strong attractive advertisements will run all through the spring painting season on "English" liquid paint, directly in the interest of dealers handling this product.

Just mail us a postal card for prices and selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

The House Cleaning Season

Now so close at hand makes the householder and the hardware dealer alike think of

MOORE'S HOUSE COLORS

They are always ready for use, come in almost any shade desired, represent the highest quality of excellence, cover surfaces better and have greater hiding power. Moore's is a pure linseed oil paint. The pigments are durable and are always given a thorough grinding. The colors are true. To the dealer Moore's House Colors mean a growing profitable trade; to the consumer they mean economy, reliability and satisfaction.

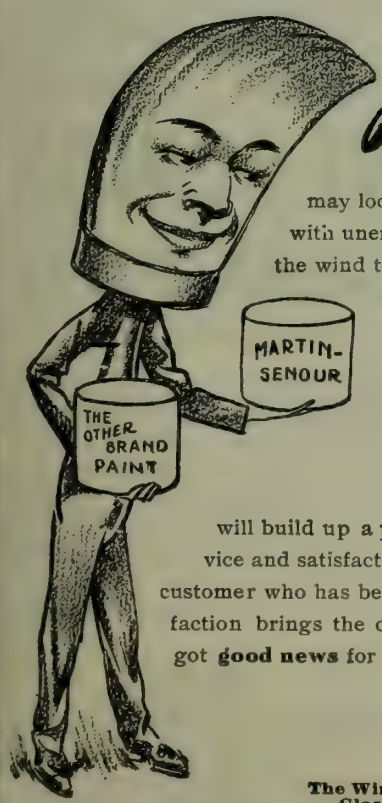
Ask about our color cards and prices.

Benjamin Moore & Co., Limited
Manufacturers of
Paints, Colors, Varnishes and Muresco

West Toronto : : Canada
New York Chicago U.S.A. Cleveland

A. M. BELL & CO., Halifax, N.S., Agents for Nova Scotia, P.E.I. and Newfoundland
EMERSON & FISHER, St. John, N.B., Agents for New Brunswick.

Just Compare Values



You can't settle the question of quality by a glance at the outside of the can. Most paints may look alike even after the cans are opened. But **"Old Daddy Time"** shows up the difference with unerring certainty. He hates deceptions. He punishes shoddy. He makes his sun to shine; the wind to blow; the rain, snow and dew to descend and the paint has got to be **"right"** that can withstand the force of these darts.

Durability is the test of quality—the proof of the purity of paint—and the yard stick that measures the economy of cost to the consumer.

Martin-Senour Paint

100 PER CENT PURE

will build up a permanent business for the dealer, because it is durable paint. Measured by years of service and satisfaction it is the most economical paint made today. No amount of explaining can satisfy the customer who has been disappointed. **Martin-Senour Paint** leaves nothing for the dealer to explain. Satisfaction brings the customer back for more of the same kind. If that's the kind of customers you want we've got **good news** for you, for we can tell you how to get 'em and hold 'em. Write today.

The MARTIN-SENOUR CO., Ltd.,
Pioneers of Pure Paint
MONTREAL **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

TORONTO.

March 12.—A steadily improving condition prevails in nearly all paint lines. The outstanding features, if there are any at all, are the firmer tone of oil and the easier tendency in the price of turpentine. Orders are coming in satisfactorily for April delivery, and these include a great range of paint supplies. Paris green is pretty well booked up now, though the green will not go out in many cases until May.

Factories in Western Ontario, especially, are enlarging and opening up in new lines, and they are calling for many articles handled by the paint supply houses. Brushes, glue, chamois, oakum and other goods are fairly free in demand. The building prospects in country and city are encouraging and painters expect a good working season.

One thing particularly noted in the buying of paints is that as the overcautious feeling wears off there appears to be a change in the method of buying as compared with that in vogue in the past. Hardwaremen are not now placing the big spring orders they once did; preferring to stock up more lightly and come to the buying centres more frequently. By this means they are enabled to have more ready cash on hand for emergencies should any such arise.

TURPENTINE—A range of prices running from 58c to 60c prevails, although the majority of supply men are keeping the market at 60c and letting some business go by. That business, however, is not much, as there is very little demand for turps. this week. Two to four barrels are at 58c and 59c; and 5-gal. lots are still at 65c. Prices may even up again at the low figure.

LINSEED OIL—Very firm, with a tendency to a higher price is the situation as regards oil. The present market quotations will likely hold for a week longer at least. Demand is good, due, no doubt, to the stimulus of advancing markets. 59c and 62c are the prices of single barrels for raw and boiled respectively; 5-barrel lots being quoted at 1c less.

GLASS AND PUTTY—March is the quietest month in the year for glass lines. Stocks are low, but demand is almost nil, and this condition in consequence keeps prices easy. Putty is called for in future delivery orders, but at present is a trifle slow as a seller.

WHITE LEAD—Travelers are coming in with rumors of cutting in lead lines, but the local houses deny they are the culprits and say they do not know who is doing this reaching for business at lower prices than the prevailing market quotations. No. 1 is $5.40 to $5.65; pure white, from $5.80 to $6, and a superior line is offered at $6.25. Genuine red lead is quoted at $4.50 for casks and $4.75 to $4.80 in 100 lbs.

PARIS GREEN—Booking for the season is about over, although one local house reports the placing during the week of one of the biggest orders for years. Orders generally call for delivery not before April, and not a few are deferred until May. Quotations are the same as last week, barrels at 20½c and 25-lb. drums at 21¾c.

STAINS AND VARNISHES—Demand is increasing in these lines after a rather quiet winter. April 1 will see large quantities of stains and varnishes going out. Prices continue firm and unchanged.

PETROLEUM—Very good demand exists. Prime white is 13½c; water white, 15½c; and Pratt's astral, 17½c.

SELLING PAINT.

The problem of selling paint successfully is more easily solved than the average hardware dealer is likely to think. The methods used in pushing the sale of one line of hardware may be effectively adapted to others. Dealers should not think that the paint department is something entirely different from others, calling for unusual skill in salesmanship and advertising. As a matter of fact, the hardware merchant is helped more by the manufacturer in his paint sales than in any other department. The knowledge gained from years of manufacturing paints is at his disposal. Many houses get up plans for selling campaigns for the retail dealer, in addition to numerous attractive hangers, posters and other effective advertising matter. The manufacturer goes more than half way in helping the dealer.

To start with, the paint department has these advantages. Then if the dealer follows out the suggestions with as much persistence as he does the selling plans of other lines, he has a working basis which should bring him first-class results. Some dealers who have their various lines of hardware well displayed have to go down cellar when a customer asks for paint. Or perhaps he has to brush away the cobwebs under a back counter and dust off several cans before he finds one with the right label. The customer looks on and guesses that he will buy his paint at a store where sales are occasionally made. Of course, if paint is hidden, nobody is going to know that the dealer has any to sell. Now that paint is put up in attractively labeled cans, there is no excuse for not showing it.

Paint deserves a generous share of the show windows, and with the different colored labels, cans and attractive posters of well-known paint houses, it lends itself readily to striking displays. By fixing in mind the selling points furnished by the manufacturer and gathering information from salesmen and customers who have used the goods the dealer can greatly increase the sales of a profitable line.

PAINT NOTES.

The Toronto Board of Education has awarded the contract for painting the new Fern Ave. school to J. Phinnemore at $1,025. Mr. Phinnemore also has the contract for painting the new Girls' Home building at $395. Blackburn & Sons have the glass contract for the latter structure at $546.

The Master Painters' Association of the United States and Canada will hold its annual convention at Peterboro in July next.

SAINT PATRICK'S DAY!

Make a Window Display of

The VERONICA is a soft, rich green of great covering power. It is very durable and manufactured especially for Window Blinds, Shutters, Verandahs, Screen Doors, Engines, Agricultural Implements and all kinds of Wood and Metal work. See that each package bears the name of The CANADA PAINT COMPANY, Limited.

BRILLIANT DURABLE

VERONICA GREEN PAINT

The VERONICA Blind and Shutter Green is made by The CANADA PAINT CO., of Montreal, Toronto and Winnipeg. The word "VERONICA" is copyrighted as a Trade Mark with the Department at Ottawa, Can The VERONICA Green is made in four shades, viz., Light, Middle, Deep and Extra Deep. Insist upon the VERONICA, as the undoubted superiority of this Green has led to imitations.

THE CANADA PAINT COY. LTD.

THE MAKERS OF

Colors and Varnish

PAINT AIMS

A paint such as **you** require for **your** business should aim high.

It is one thing to aim high—another thing to hit. Have you thought much about it? Very soon the paint season will be on.

We have been making paint for over sixty years, always with a high aim—always with a hit.

RAMSAY'S PAINTS

stand high. Many agents attribute their success in the paint business to the high aim and the high quality of Ramsay's Paints. Ramsay's Paints always keep away from the low grade, sloppy stuff, and they don't associate with overcharges.

RAMSAY'S PAINTS

stand for uniformity—high aims—correct prices—honest publicity—profits for a dealer—satisfaction for a user. You can have them if you act quickly. Always ready to talk.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 The Paint Makers

Drive Home These Facts
about
New Era Paint

It is perfectly pure.
It will cover more surface.
It will give a better finish.
It will last much longer.
It will hold its color better.
It will withstand the weather.
It is sold at a moderate price.

Mr. Dealer? Are you handling it—there's money in it for you.

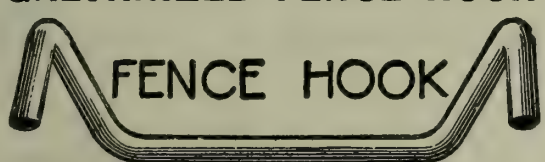
Get Our Prices and Discounts

Standard Paint and Varnish Works Co.
Limited
Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.
Manufacturers
RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL

GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK
For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

DEAD—but Not Buried

Whiting and glue, kalsomine, etc., are **dead ones** for wall decorative purposes. People don't want them. Yet, in spite of this, whiting and glue, kalsomine, etc., **refuse to be buried.** They get themselves into fancy boxes, take fancy names, and masquerade as imitations of Alabastine, which is as different from them as a diamond is from a glass imitation.

Alabastine

is a cement wall coating made from gypsum rock. Alabastine is the line people want—

The Live Member

ORDER FROM YOUR JOBBER or DIRECT FROM

Alabastine Co., Ltd., Paris, Ont.

Floor Finish - Cabinet Finish Flattine

This is a varnish which contains no wax, is durable, and tough. It dries sufficiently to walk on over night as it bodies up well and works with great freedom.

It does not show scratches and wear like a high gloss varnish.

Only one coat is required on old work, and two coats will produce a rubbed effect finish on new, a flat or dead finish is secured without labor and expense of rubbing.

Flattine does not mar or scratch **white** and will resist the action of moisture.

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finishes.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS

THE CANADA LINSEED OIL MILLS LIMITED
MANUFACTURERS OF
WARRANTED PURE LINSEED OIL
TRADE MARK
MONTREAL.

DON'T BE PREJUDICED NO MAN WAS EVER PROUD OF A PREJUDICE

Men like or they don't like and you see it in politics and religion and in business.

Are you buying **LINSEED OIL** on a **PREJUDICE** because you like some man who is selling it. If so you are deceiving yourself and your trade. You owe it to your **TRADE** to be sure you are **SELLING** the best **LINSEED OIL. FRAUD** is a crime and **IMPURE LINSEED OIL** will make **CRIMINAL PAINT** and **VARNISH.** Think it over. Don't classify with a scoop shovel and investigate with an axe.

The surest way to change is to ask **WHY?** Then if there's no answer, **CHANGE YOUR OIL.**

Remember we guarantee our Maple Leaf Brand of Linseed Oil ABSOLUTELY PURE.

Write us to-day

CANADA LINSEED OIL CO., Limited
MONTREAL

Wilckes Martin Wilckes Co.

The Largest Manufacturers of

LAMP BLACK and finest quality

Get the

BEAR BRAND of GERMANTOWN

For sale by jobbers in paints.

E. FIELDING AGENT FOR ONTARIO

Wholesale quantities only.

PAINT FOR BLINDS

Island City French Green

Ground in oil. **Light, Medium and Deep shades.** Made **specially** for use on **blinds.** Excellent **covering qualities** and very **durable.**

Put up in 1, 2, 5, 12½ and 25 lb. tins.

P. D. DODS & CO.

Limited

Montreal, Que.

QUICK

A Want Ad. IN HARDWARE AND METAL

will reach practically every Hardware Merchant in Canada, from Halifax to Vancouver, within four days.

If you are a clerk and want to secure another position; if you are a Hardware Dealer and want to secure a clerk—in fact, if you want anything in which the Hardwaremen, Clerks, Travellers or Manufacturers are interested,

USE OUR

Condensed Ad. Column

RATES:

2c. per word first insertion
1c. per word subsequent insertions

HARDWARE AND METAL

Montreal Toronto Winnipeg

Decoration Counts

a whole lot in children's toy wagons. A boy wants a wagon that makes a brave show. That's why you can sell more

BUSTER BROWN
Children's Express Wagons

than any other make. They are beautifully painted and striped, very strongly made and easy running. Made in several sizes at popular prices.

Ask for our quotations

The Woodstock Wagon & Mfg. Co., Ltd.

Makers of Woodstock Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs.

ESTABLISHED 1850.

JOHN HASSALL, INC.,

RIVETS,
ESCUTCHEON PINS,
SPECIAL WIRE NAILS.

OFFICE, 183 LAFAYETTE ST., NEW YORK
WORKS, CLAY AND OAKLAND STS., BROOKLYN

IN ALL METALS

Do You Want Anything?

Try a Condensed Ad. in Hardware and Metal, it will get you what you want. Two cents a word first insertion, one cent a word each subsequent insertion.

Slow Collections Cured

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!

The Beardwood Agency

313 New York Life Building - MONTREAL

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES ?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you too.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. Makers, PONTARDAWE, Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

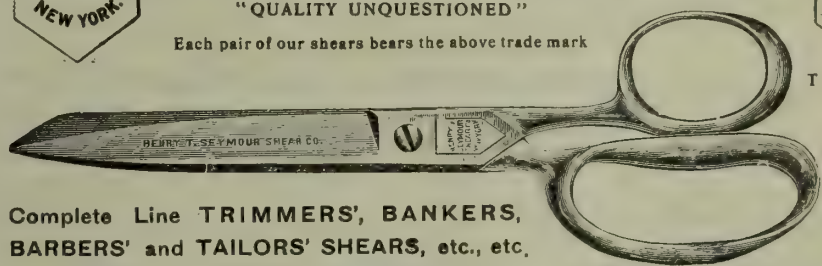
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

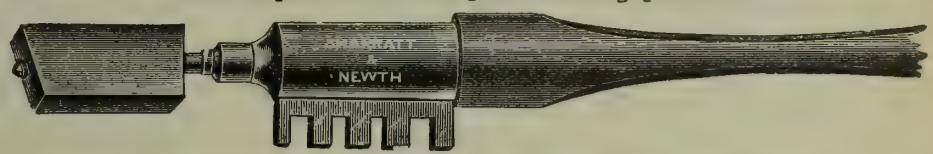
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardwre and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Clothsand Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street
MONTREAL

YOU WANT MORE BUSINESS

No matter how busy you may be, you could stand more business, couldn't you, Mr. Dealer? That's the way with most men, anyway. Why not push the roofing business? We have an immense stock of leading lines to supply you with, and our prices for quality have been declared unequalled in Canada. Have you ever handled our "Genasco" Ready Roofing?

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

March 13, 1909

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb.	0 09
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 60
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base.	0 26
" seamless base	0 26

Copper tubing, 4 cents extra.

COPPER. Per 100 lb.

Casting ingot	14 50	14 50
Cut lengths, round, bars, ½ to 2 in.		23 00
Plain sheets, 14 oz		21 00
Plain, 16 oz., 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base		30 00
Braziers' (in sheets). 4x8 base		0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 50
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60
Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	....
22-24	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. " 28 "	4 45

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	....	18 50
Middlesboro, No. 3 pig iron	19 50	21 00
Summerlee, No. 2 "	20 50	21 50
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (Soo)	....	25 00
Angles	2 60	2 50
Common bar, per 100 lb	1 90	1 95
Forged iron "	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 25
Mild steel	1 90	....
Sleigh shoe steel	1 90	2 05
Iron finish machinery steel (domestic)	2 00	2 05
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 05
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 75
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $31 50 31 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued. Per box.

I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—

I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—

I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs.
" 14x60, "
" 14x65, "
} 6 75

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "		8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.	3 65	3 75
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 50	5 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 12¾
Light copper bottoms	0 10	0 11
Heavy red brass	0 10	0 11½
" yellow brass	0 08½	0 09
Light brass	0 06½	0 06¾
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	13 50	14 00
Stove plate	11 00	12 00
Malleable and steel	9 00	8 00
Old rubbers	0 07½	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 70 p.c.
Standard Compression work, 65 and 5 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " " "	1 65
No 7 Fuller " " "	2 00
No. 4½, " "	2 00
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c.
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4¾c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 56	¾ "	4 71
1 "	5 11	1 "	6 78
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 9
4 "	33 48	4 "	44 28

Malleable Fittings—Canadian discount 40 per cent.; American discount 25 per cent.
Cast Iron Fittings 70; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb. 4 50 4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent.

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green "	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 20½
25-lb. drums	0 21¾

PIGMENTS.

Orange mineral, casks	0 09
" " 100-lb. kegs	0 09½

ALWAYS RELIABLE

PYRAMID CUTLERY

THROUGH ALL THE LEADING JOBBERS IN THE DOMINION

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70	0 90
" 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Pure.	Ordinary.
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08¾
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 58 0 62
Linseed Oil, " raw	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 50

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2.30.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Canadian door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Cans and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent

CEMENT AND FIREBRICK.

Canadian Portland, per barrel	1 70 1 75
Belgium	1 60 1 90
White Bros. English	2 00 2 05
" Lafarge " cement in wood	3 40
" Iron Clad " cotton	2 10
Iron Clad " paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" high	27 50 35 00
Fire clay (Scotch), net ton	4 95
Paving Blocks per 1,000.	
Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x3", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Canadian, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	" 0 95	1 65
English	" 2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.,	"	6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 75
over 12 in. " 3 75
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.75; No. 120, $16.10.
Screen door sets No. 2250, $14 95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness, crescent, 10 inch, doz		2 25
" No 141, 10x12, doz		1 00
Hat & coat, crescent, plated, dz.		0 75
Chandelier	per doz.	0 50 1 00
Wrought hooks and staples—		
½ x 5	per gross	2 65
5-16 x 5	"	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Crescent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	2 00

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Canadian 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional	per 100 lb.	2 20 2 40
Solid	"	1 50 1 75

SASH CORD.

Per lb	0 25	0 26

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Blind and bed, per lb	0 07½	0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	9 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German	per doz.	7 00 9 00
American	"	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11½
S. & D., " 6	"	0 18
Boynton pattern	"	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole s, 5 to 10 per cent
Canadian, 25 to 27½ per cent.

Magnetic tack	per doz.	1 10 1 20
Canadian sledge	per lb.	0 07 0 08½
Canadian ball peen, per lb.		0 22 0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking, each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PUMPS.

Per dozen		6 00 9 00

Amatite ROOFING

Something Back of It

AMATITE is easy to sell because it offers better value for the money than any other ready roofing.

It can be profitably retailed for less than any other roofing of more than half its weight, so that the man that wants a good roof at low cost gets Amatite.

Case's Grain Store, Colchester, Conn.

It is made with pitch, the greatest waterproof material known and so it appeals to the man that wants durability.

It needs no paint the real mineral surface takes care of that and the "no painting" feature of Amatite appeals to everybody. Back of the forces that sell Amatite is the HEAVIEST ADVERTISING CAMPAIGN in the business, which is "going some" these days. We help the dealer by giving him samples, booklets, electros and signs for his own advertising. Write For Particulars.

Paterson Manufacturing Company, Limited Toronto Montreal Winnipeg Vancouver St. John, N.B. Halifax, N.S.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.......... 1 15
Ivory, No. 1282, 2 foot, each.... ...... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian. 45 per cent.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14 75 and 2½, doz.......... $23 00
Iron, No. 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English ass skin, No. 1921, 66 ft., doz. 2 85
Universal ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No 404, 66 ft, each.... 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's linen, No 1822, 66 ft. ea. 1 10
" steel, No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅜ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail..............		4 25
Crown		4 85
Crescent........		6 50
Sovereign........		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25
" " 1¼ x 3-16 in (100 ft) ....

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................ " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net.................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews'............... 4 50 11 00

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10½
Hay Budden, 80-lb. and over......... 0 09½
Brook's, 80-lb. and over 0 11½
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's...................... .... 0 13½
Berg's, per lb...... .... 0 12½
Brook's...................... .... 0 12½
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise.................... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts....................	60
Bolt Ends......................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list......	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

'M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d.........................	3 80	3 25
3d.........................	2 85	2 95
4 and 5d..................	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Wads.	per lb.
Best thick brown or grey felt wads, in ¼-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges...................	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.: spring, 40c. upwards.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's...........	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Clauss Brand Tinner Snips

Fully Warranted

Steel Faced on solid steel. Japan Handles, Highly Finished Blades.

Write for Trade Discounts.

The Clauss Shear Co., :: :: Toronto, Ont.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
"	1 87	3 85
Galvanized "	2 75	2 90
King, wood "	4 00	4 50
King, glass "	0 50	0 90
All glass		

METAL POLISH.

Tandem metal polish paste 1 00

PICTURE NAILS.

Porcelain head per gr
Brass head ...per set 0 75
Tin and gilt, pictu[illegible]-plated, " 0 80
[illegible], japaned, per gross 8 40
Mrs. Potter 4 25
" plated 5 50
[illegible]os, per set 1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $2.50; 3 in., $3.35; 4 in., $4.45; 5 in., $6.00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary per 100 ft. 3 00
Furnace fittings, 50 p.c.

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk cans, 40 p.c.
Creamery Cans, 45 per cent
Creamery can trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism lobes, per doz., $1.20.

OILERS

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

GALVANIZED WARE

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 per cent.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks 8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS

Lithographed, 60 and 10

STOVES

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch " " 7 50
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz. 1 32
7-inch " 1 47
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and

BALING WIRE.

[illegible] $4; No. 13½, $4.10; ANNEALED No. 15, $4.50; in lengths 6' to No. 12 [illegible] other lengths 20c. per 100 No. 14, $[illegible] eye or loop on end add 25c. per 11', 25 [illegible] the above.

BRIGHT WIRE GOODS

lbs count 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.50 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. ..... 2 50 Galvanized.... 2 75

HAY WIRE IN COILS.

No. 9, $2.30 base f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal —100 lb., Nos. 4 and 5, $2.85; 6, 7, 8, $2.60; 9, $2.35; 10, $2.85; 11, $2.90; 12, $2.50; 13, $2.60; 14, $3.20. In car lots. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0 50	$0.75	$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft

WIRE FENCING. [illegible] 70

Galvanized barb 2 [illegible] 3 00
Galvanized, plain twist [illegible], $2.25 for
Galvanized barb, f.o.b. Clevelnts.
small lots and $2.35 fo[illegible] p.c.
Dominion steel fen[illegible]ROPE
[illegible]ade, 6 strands, 24 wires, ½, Galvanized [illegible].80.
$5; 1[illegible]ade, 6 strands, 19 wires, ½, $5
Black $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized 2 75
Plain 2 50
Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star mops	1 20
Crescent mops	1 50
Folding ironing boards	16 25 18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style per doz. 8 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse and Snowflake	54 00
Dowswell	36 00
New Century and Bluebelle	75 00
Dairy	54 00
Stephenson	74 00
Spotless	69 00
Puritan Motor	156 00
Connor, improved	39 00
Ottawa	42 00
Connor Ball Bearing	87 00
Connor Gearless Motor Washer	162 00

WOODEN PAILS.

Cane's wire hoop 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., doz	33 75	35 00
Royal American, 11 in.	33 75	35 00
Eze, 10 in., per doz		36 75
Challenge, 3 year, 11 in		36 50
Ottawa, 3 year, 11 in		41 50
Favorite, 5 year, 11 in		49 50

MISCELLANEOUS

AXLE GREASE.

Ordinary, per [illegible]	6 00	7 00
Best qual[illegible]	10 00	12 00

BELTING.

[illegible], 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball	per M	2 25
Small heel		4 50

CARPET STRETCHERS.

American	per doz.	1 50
Bullard's	"	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse	per doz.	1 00
Axle	"	0 33
Screw	"	1 00
Awning	"	

PUMPS.

Canadian cistern	1 40
Canadian pitcher spout	1 80 3 16
Berg's wing pump, 75 per cent.	

ROPE AND TWINE.

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ¼ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply	0 25
" " 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 10
" Axe	"		0 25
Lily white	"		0 15
Arkansas	"		0 42
Water-of-Ayr	"		1 50
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 02
" under 40 lb., "			24 01
" 200 lb. and over			00 80

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Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

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Star Mfg. Co., Carpentersville, Ill., U.S.A.

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Taylor-Forbes Co., Guelph, Ont.

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Brantford Screw Co., Brantford.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Box Strapping
Acme Steel Goods Co., Chicago, Ill.

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co, Ltd., Guelph, Ont.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

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Ontario Lantern and Lamp Co., Hamilton, Ont.

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Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
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Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

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Thos. Davidson Mfg. Co., Montreal.
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Covert Mfg. Co., West Troy, N.Y.

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Guelph Spring and Axle Co., Guelph.

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Dominion Cartridge Co., Montreal.

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Oneida Community Limited, Niagara Falls, Ont.
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Buffalo Mfg. Co., Buffalo, N.Y.

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Dowswell Mfg. Co., Hamilton.

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American Shearer Mfg. Co., Nashua, N.H

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Carter-Crume Co., Toronto.

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Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton
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Acme Steel Goods Co., Chicago, Ill

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Clauss Shear Co., Toronto.
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Frothingham
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Howland, H. S. Sons, Ltd., Montreal
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Falls Toronto.
Round, John, & Son, Montreal, Niagara

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Electrical Specialties, Ltd., Toronto

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Kerr Engine Co., Walkerville, Ont.

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Thos. Davidson Mfg. Co., Montreal.
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Nicholson File Co., Port Hope

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Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
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Enterprise Mfg. Co., Akron, Ohio

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Enterprise Mfg. Co., Philadelphia, Pa
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Butterworth & Co., Ottawa, Ont.
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Glass Importing Co
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Grey Iron Castings
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Taylor-Forbes Co., Ltd., Guelph, Ont.

Hardware Supplies
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Ross Bros., Edmonton, Alta.

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Soss Invisible Hinge Co., Toronto.
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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Still, J. H. Mfg. Co., St. Thomas.
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Montreal Rolling Mills Co., Montreal.

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Taylor-Forbes Co., Guelph.

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Iron Pumps.
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Canadian Logging Tool Co., Sault Ste Marie, Ont.
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Gibb. Alexander, Montreal.

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"An individual triumph, the Lee-Enfield hopelessly beaten." *London Morning Post, July 15th.*

"The Ross rifle achievements were truly remarkable." *London Evening Standard, July 15th.*

"Great victory for the Ross rifle from Canada." *London Daily Express, July 15th.*

"The rifle of the future is the Ross rifle." *London Times, July 16th.*

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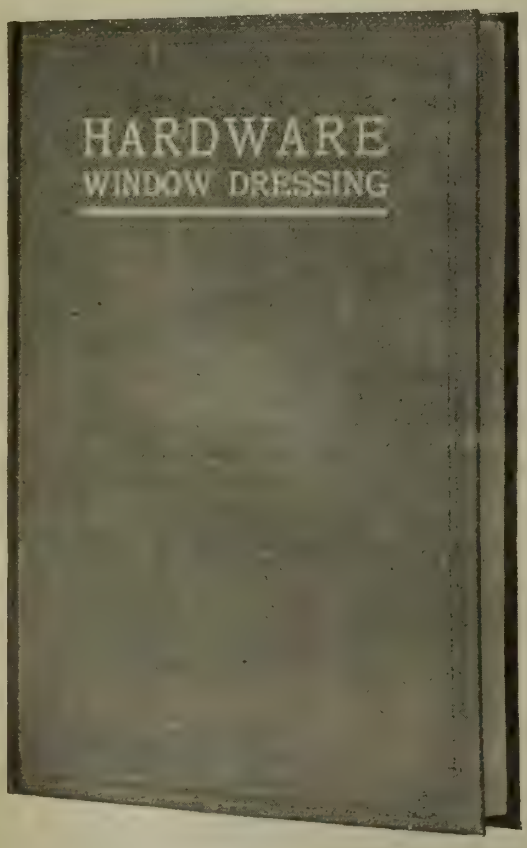

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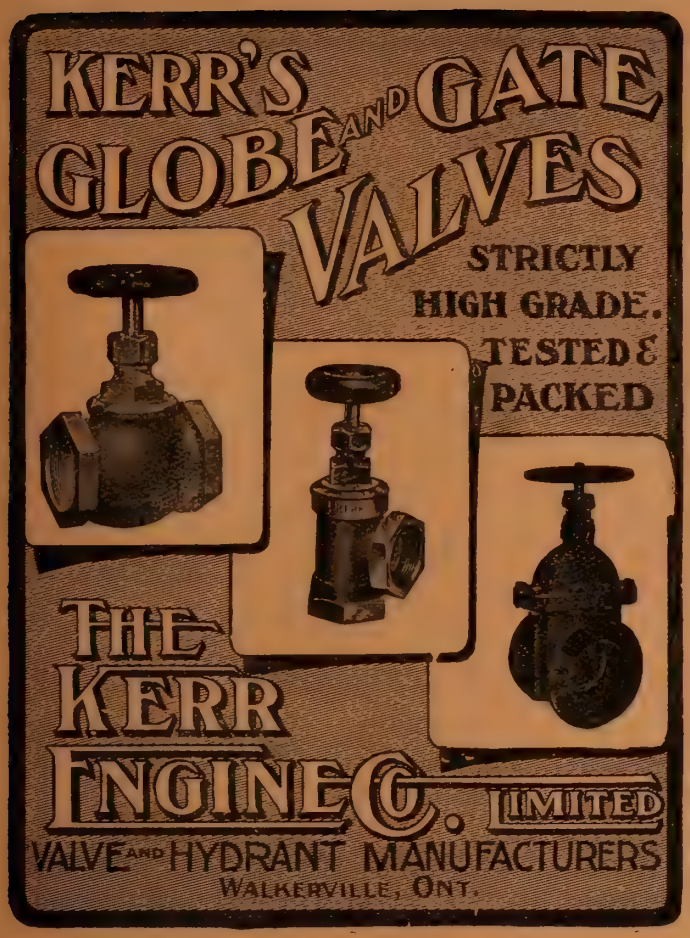

YOUR ANIMAL STAYS IN THE FIELD
JUST WHERE IT IS PASTURING
IF AROUND ITS NECK IS

Pearson's Patent Poke

which has many advantages and points of excellence over any other device known to cure breechy horses and cows. Are you recommending this poke to the farmers? It is one that will sell easily and will virtually create its own market, as it will not slip off; does not wear the mane; is easily adjusted; is light and strong; will prevent running in field; allows animal to lie down and to eat comfortably.

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Limited
St. Thomas, Ontario

The Peterborough Lock Manufacturing Company, Limited

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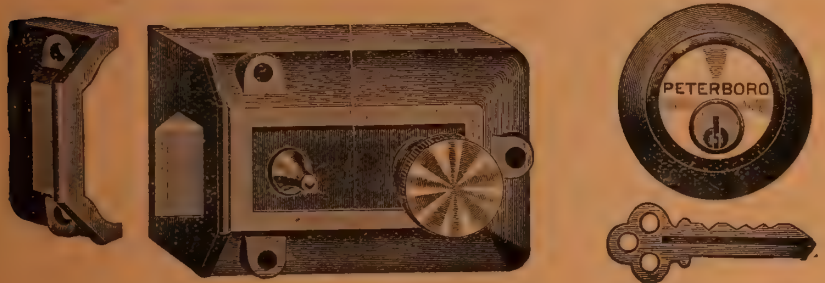

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Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

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G. & H. Barnett Co.

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Long Fibre Asbestos and Rubber Perfectly Combined

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ANNUAL SPRING NUMBER • CANADA • MARCH 20. 1909 PRICE 25¢

PUBLICATION OFFICE 10 FRONT ST E TORONTO.

VOL 21 THE MACLEAN PUBLISHING COMPANY LIMITED No 12

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Goes All Over the World

JOHN LYSAGHT, Limited

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"Dominion" — The highest grade Galvanized Canada Plate made. Extra heavily galvanized. Soft and flat. Also best quality polished Canadas.

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"Williams, Harvey's" — The most reliable "Lamb and Flag" Tin imported. Specially well liked for solder.

"The Marks of Quality"

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Some Suggestions of Requirements for Spring

Lawn Mowers
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Lacrosse Sticks
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We carry a stock of Electrical and Automobile Supplies and will be pleased to quote prices.

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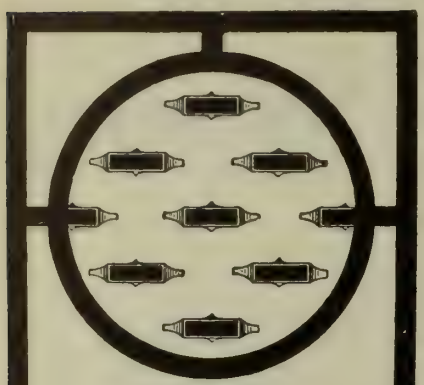
We Have Protected the Trade for 24 Years.



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Is better than others because it requires less mortar, can be more quickly and easily applied and has greater rigidity.

It is fire, water and vermin proof—and reliably durable, costing least in the end. Many tests have proved its superiority.

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We make a most extensive variety of these ornamental lines — adaptable to all requirements of artistic finish.

Made of copper or galvanized steel in most gracefully pleasing designs — they are both reliable and economical.

A full set of illustrations shown in our catalogue.

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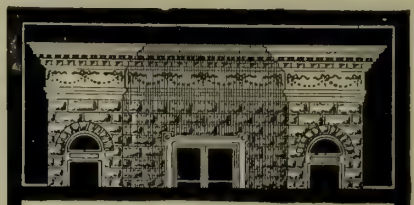

Our Sheet Metal Fronts

Offer you splendid improvement, at small cost, for any style of building.

We make them complete, to suit any sized or shaped structure—the entire metal finish including door and window caps, cornices, etc.—in a great variety of styles.

They give a very handsome effect, and enduring, practical satisfaction.

We give estimates if you send measurements and outline of the building.

Think it over.

Metallic Roofing Co.,
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Prompt shipment of orders — We solicit your business

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are THE STANDARD by which the MERIT of all others are JUDGED

The Blades of the **Disston Brand Saws** are of a High Grade Crucible Steel, made in their own Steel Works, specially tempered, rendering the blade tough and elastic, permitting the bending of the points of the teeth in the operation of setting, and at the same time sufficiently hard to admit of a cutting edge that can readily be sharpened but not easily dulled. The blades are ground an even thickness on tooth edge, properly tapered for clearance and the teeth are of such shape as to enter into and **Cut**—not tear—the wood.

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It is upon these points of practical merit the **Disston Saws** have achieved their popularity.

Prompt Attention Given to Mail Orders.

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Fielder's Gloves

THE Samson

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The Ball season will soon be with us, when the youthful Canadian naturally gravitates to the Ball Grounds. Nothing is too good for him in sporting goods — he demands the best. Be prepared, by having a well assorted stock of

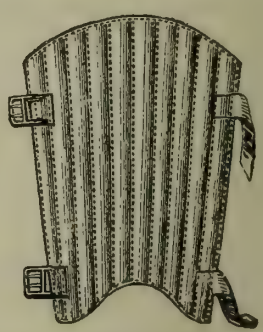
SAMSON BALL GOODS

They are the best. The demand is sure.

Order now.

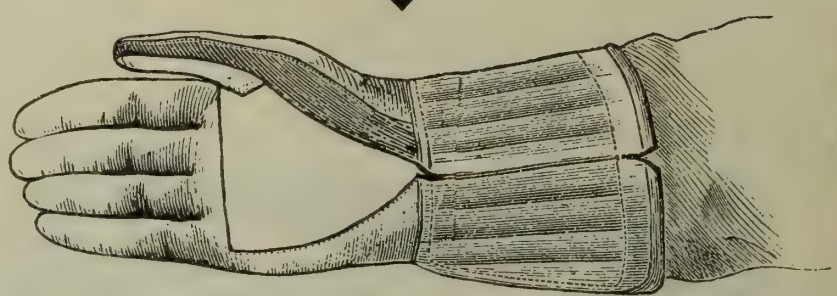
Catcher's Mitts

Foot Balls



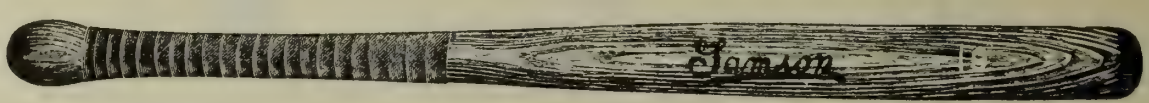
Shin Guards

Base Balls



Lacrosse Gauntlets

Catcher's Masks



Base Ball Bats

Lacrosse Balls

Lacrosse Sticks

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We Ship Promptly

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto

Our Prices Are Righ

COVERTITE ROOFING

We Couldn't Improve the Roofing So We Improved the Package

Each Roll of Covertite Roofing is now equipped with metal ends, held on in such a manner that the most severe handling cannot dislodge them, yet they are easily removed when the roofing is used. It is impossible for the ends to be torn off in transit and the caps, nails and cement which are packed in the core of each roll lost out, as is so often the case with other packages.

Start the season right with a good Roofing

COVERTITE

is the best roofing in the best package ever placed on the market. Our name is on every roll which is an absolute guarantee to dealer and user. We will fill a small trial order at quantity prices. You can have all one square rolls if you like. Made in 1, 2 and 3-ply thickness. The first reliable dealer in each city to place an order gets the business for roofing.

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200 to 206 York St., - LONDON, ONT.

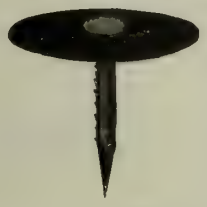
We have made provision for large Spring business. Our stock is very heavy. Send us your mail orders and see how quickly we can execute same. Our prices are right.

D. H. HOWDEN & CO., LIMITED

THE QUICK SHIPPERS

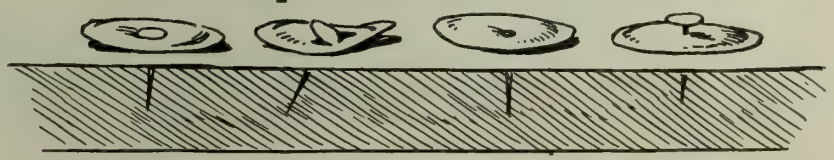
The Days of the Old Style Roofing Caps are Numbered, Read About

Simplex Roofing Nails



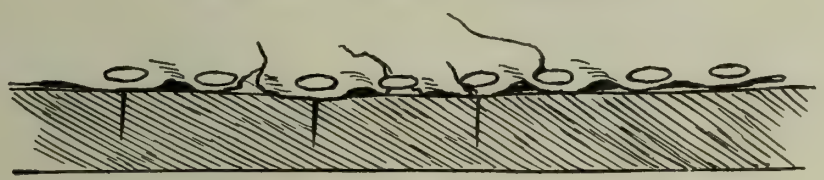
ONE PIECE NOT TWO PIECE

The Cap and Nail Trouble



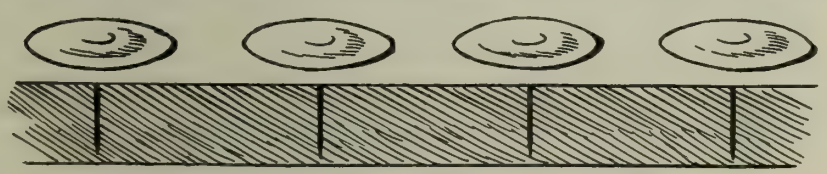
1. It takes time and costs money to assemble caps and nails.
2. The number of caps and nails never match.
3. The holding of caps with one hand and the nails with the other in steep and dangerous places calls for a third hand to hang on with.
4. There is always a chance for a leak where the nail goes through the tin cap.
5. The thin tin caps soon rust through.
6. The thin tin caps curl up when the nail is driven, and leave no bearing on the roofing.

Small Nail Trouble



1. Four times as many nails to drive to get the same surface under the head.
2. The wind strain causes the roofing to tear away from the head.
3. Briefly, four times the cost of applying the roofing in time and nails.

No Trouble—Simplex Roofing Nail



1. Quickest to lay—a money saver.
2. Thick heads resist rusting.
3. Head is curved.
4. Edge will not curl when driven.
5. No leaks around the head.
6. All in one piece.
7. Four times head area of a large-headed nail.
8. Stems smaller than stem of large-headed nail, thus do not split roof boards.

SAMPLES AND PRICE ON APPLICATION

LEWIS BROS., LIMITED

Sole Agents

MONTREAL

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LIMITED

51-53-55 Colborne Street, - TORONTO

We Do Not Sell Consumer

We sell Builders', Contractors', Lumbering and Miners' Supplies.

Enamel, Tin and Woodenware, Glass and Putty, Carpenters' and Farming Tools.

We are Agents for Dunn's Axes and Edged Tools.

49 B. D. Hangers.

47-11 Razors, Razor Strop and Hones,

Vulcanite Roofing,

Kanda Polish,

E. C. Atkins' Hand Saws,

Russwin Food Chopper.

Large Stock Cutlery and Sporting Goods

Shelf and Heavy Hardware

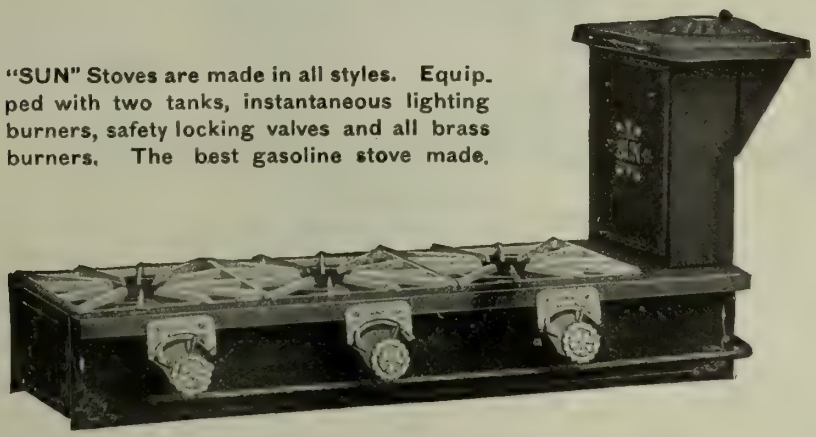
All Orders Shipped same Day as Received.

We Want Your Mail Orders.

"SUN" Gasoline and Kerosene Oil Stoves

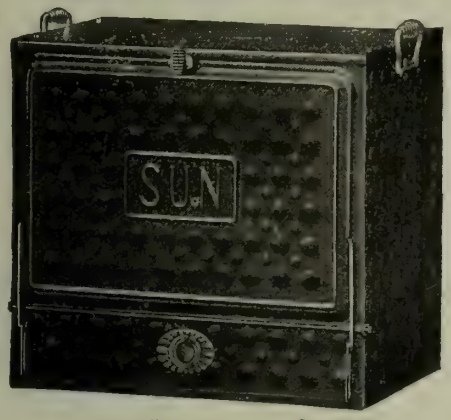
and Ovens

"SUN" Stoves are made in all styles. Equipped with two tanks, instantaneous lighting burners, safety locking valves and all brass burners. The best gasoline stove made.



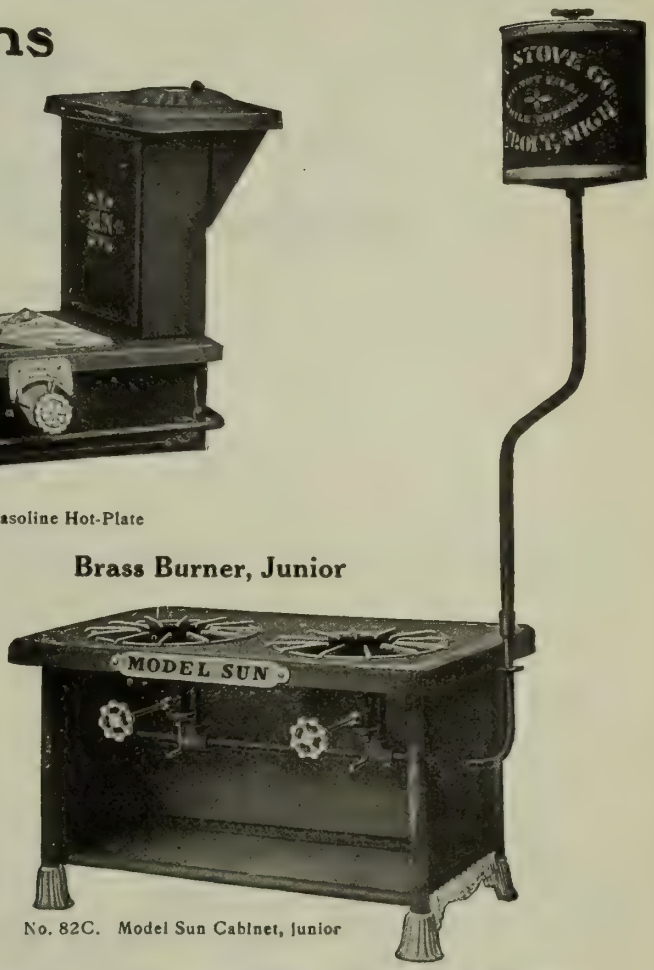
No. 29C—Sun Front Feed, Vapor Burner, Gasoline Hot-Plate

Asbestos Lined "Sun" Oven



3K—"Sun" Oven, blue steel

Brass Burner, Junior



No. 82C. Model Sun Cabinet, Junior

"Standard Sun" and "Favorite" Blue Flame Oil Stoves

The highest standard wickless Oil Stove on the market for kerosene oil.

oN. 62C. Standard Sun with Low Cabinet Frame

Made in all sizes and styles.

Catalogue and prices for the asking.

Manufactured by Sun Stove Co., Detroit, Mich., U.S.A.

Prompt Attention Given to Mail Orders

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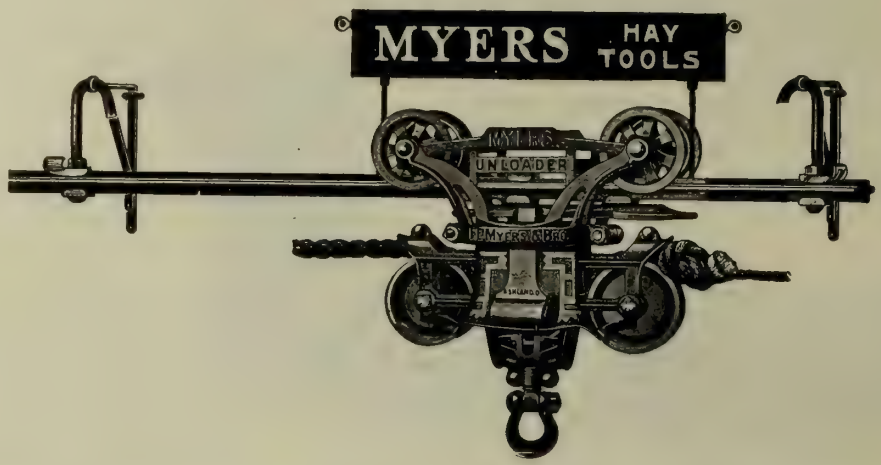
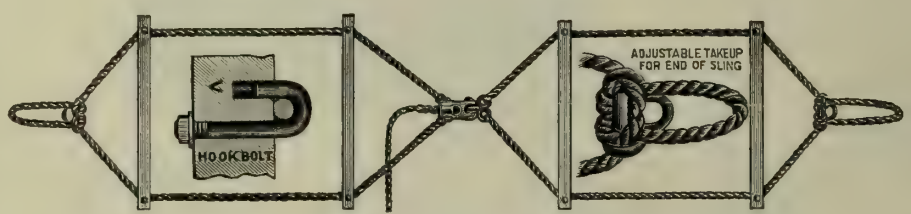
OTTAWA TORONTO **MONTREAL** CALGARY VANCOUVER

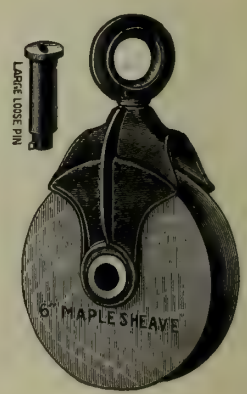
The Hobbs Hardware Co., Limited

LONDON TORONTO



A SIDE LINE THAT WILL PAY YOU HANDSOME PROFITS





Slings, Forks, Pulleys, etc.

SEE CATALOG FOR DETAILED INFORMATION

Ontario Agents for Meyer Hay Tools

Progressive farmers are asking for Plymouth Pure Manila Rope for Hay Forks.
Can you supply them ?

The Hobbs Hardware Co., Limited

Established 1876

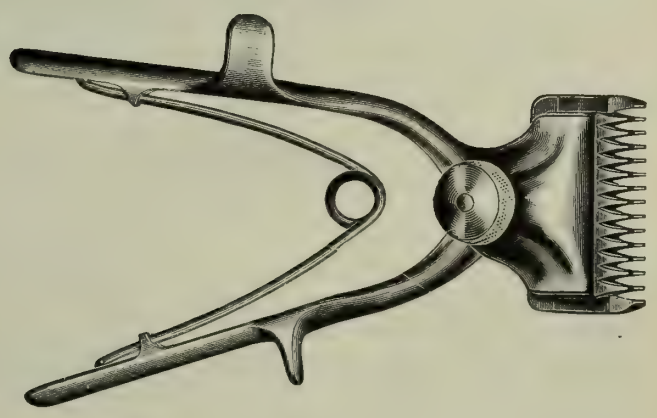
LONDON TORONTO

The Hobbs Hardware Co., Limited

LONDON TORONTO

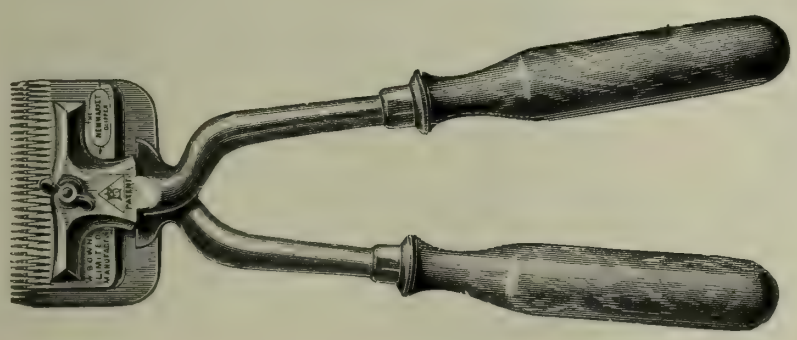
New Stewart Ball Bearing Horse Clipper

Enclosed gears running in oil, noiseless, clips fast, easy running.



Fetlock Clipper

For trimming fetlocks and ears; also clipping dogs.

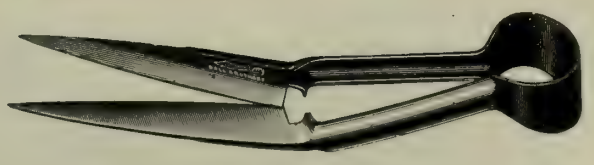


Hand Horse Clippers

English, American, German, French Makers.

Sheep Shears

Power and Hand.



The Hobbs Hardware Co., Limited

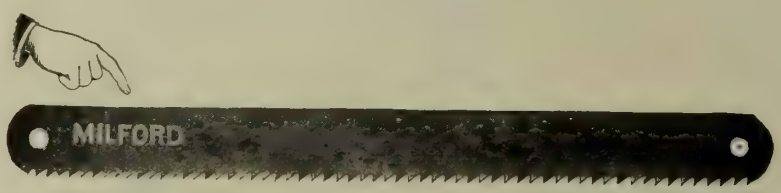
Established 1876

LONDON TORONTO

"Milford" Hack Saw Blades and Power Hack Saw

Milford Blades are always in the lead. Why? Because they give satisfaction and can be relied upon to give good results. One-third quicker than any other blade.

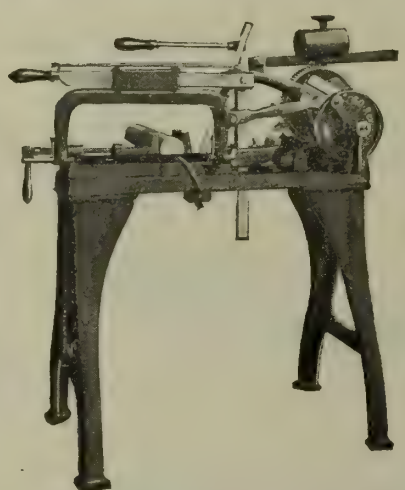
Made of the best steel, and are cheaper than any other blades on the market in price but not quality.



Buy Milford Blades—They Are Best

Milford Power Hack Saw

The best saw on the market. Why? Because it does the work in just one-half the time of any other saw.



Guaranteed to save over 75 per cent. in Hack Saw Blade Expense.

Capacity, 5 in. x 5 in.
Floor Space, 20 in. x 40 in.

Write for circular illustrating this line. Ask our travellers about them.

All inquiries receive our prompt Attention. Write for prices.

FROTHINGHAM & WORKMAN, Ltd.
Wholesale Hardware and Iron Merchants
Montreal : : : : : **Canada**

Blundell PARIS GREEN

Spence & Co.'s

BULLETIN No. 158

In a report headed as above made by A. G. McGill, Chief Analyst at the Laboratory of the Inland Revenue Department, Ottawa, address to W. J. Gerald, Esq., Deputy Minster of Inland Revenue, particulars are given of analyses of samples of Blundell Spence & Co.'s Paris Green taken at random for Government test purposes from Halifax to Victoria. The samples contain an average EXCESS over the Government Standard of 5.70 per cent. Arsenious Acid and 2.80 per cent. Cuperic Oxide. In every case the Green is pronounced by the Chief Analyst "Genuine.' THE EXCESS NAMED IS GREATER THAN THE AVERAGE EXCESS OF ALL OTHER MAKERS' SAMPLES. THEREFORE WE SAY THEIR PARIS GREEN IS THE STANDARD BY WHICH ALL OTHER MAKES SHOULD BE JUDGED.

IF YOU WANT A COPY OF BULLETIN No. 158 WE CAN SEND IT TO YOU.

Blundell Spence & Co., Ltd., have been established since 1811. They have made Paris Green for 60 years but did not seriously attempt to place their production on the Canadian Market till last year. THEY HAVE COME TO STAY.

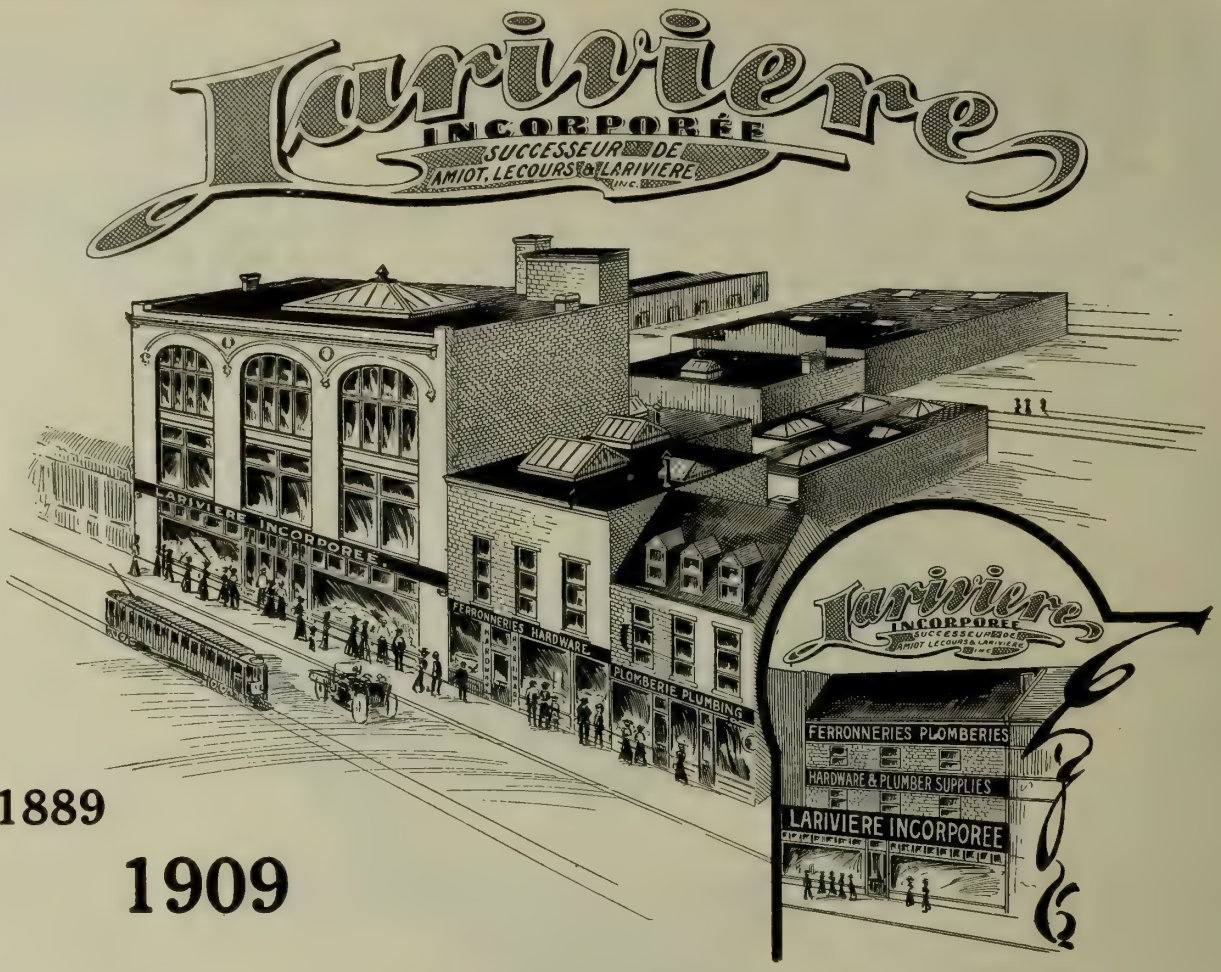
Sold in ½-lb. and 1-lb. round cardboard cartons; 1-lb. lithographed tins; 25 and 50-lb. drums; 100-lb. kegs and 600-lb. barrels.

Prompt Attention Given to Mail Orders.

LEWIS BROS., Limited

Importers and Distributors

OTTAWA TORONTO **MONTREAL** CALGARY VANCOUVER



This Picture Represents

Twenty Years of Development—Twenty Years of Success

On the next page a brief history is given of how this success was accomplished.

All great institutions have been all through history the lengthened shadow of one man. This business is just the lengthened shadow of **one man, Mr. Fred. C. Lariviere,** the president and promoter of it.

Here is a man whose genius for organization has reached a small climax. His personality is so strong that it is almost impossible to prevent him from being elbowed into **public prominence. Still time alone will tell. His concentration to-day is on the business over which he presides.** What **Lariviere Incorporated** may be in the years to come will be based on the development of Montreal and of Canada.

The headquarters of this firm are talked of all over the trade in Canada. No hardwareman of any sense would miss meeting Mr. Lariviere; neither would he miss seeing the stores and warerooms as there, many new pointers are available to any man. Without any idea of boasting, the Lariviere premises are unrivalled in Canada.

Lariviere Incorporated, Montreal

TWENTY YEARS OF SUCCESS

"Lariviere Incorporated," Successors to Amiot, Lecours & Lariviere (Inc.), 1889-1909.

There are links in the chain of every business success which must be forged of nerve and perseverance. There are gaps, which only nerve and perseverance can bridge. Nerve to believe the things we think. Perseverance to do the things we plan.

When in October, 1889, Messrs. Albert Amiot and J. E. Lecours started in the hardware business, with a capital of $418.78, and a stock valued at $2,000 payable in eight monthly instalments of $50.00 each and 16 monthly instalments of $100 each—few business ventures on earth, presented possibilities smaller and less alluring. With their nerve and perseverance they began quietly to build a business for themselves, which to-day stands as a monument to initiative and perseverance.

On the 1st of January, 1892, Mr. Fred. C. Lariviere the actual president of the concern, joined the two successful partners to establish the firm of Amiot, Lecours & Lariviere. In January, 1902, the firm was incorporated, under the name of "Amiot, Lecours & Lariviere Incorporated," with Mr. Lariviere as its president. Mr. Amiot as managing director, and Mr. J. Ed. Charbonneau as director secretary-treasurer, with a paid up capital of $100,000, which amount represented the earnings of the firm since its organization. Since 1902 6 per cent. yearly has been paid and over $40,000 placed to reserve.

The public had placed its confidence in this mercantile house to such an extent as to assure its permanent development inasmuch as during the year 1907, and 1908, the sales averaged over $1,700 a day.

As the business grew it was decided to increase the capacity of stores, warehouses and offices, in order to satisfy the customers of the firm, comprising the largest patronage of any establishment of its kind in Canada. As Mr. Lariviere well expressed himself: "Our business is to serve the public honestly, to give entire satisfaction to our customers at whatever cost to us. Such is the secret of our great success.

So, from the outset, the firm's policy has been to foster its trade by means of reliable goods at reasonable prices, a policy which proved successful.

All alterations were made with a view of systematizing the work and of facilitating prompt deliveries. The employes were provided with toilet rooms, dressing rooms, and with a reading room, capable of accommodating 150 persons and other improvements were inaugurated for the betterment of conditions under which employes work, and for their health, comfort, entertainment, amusement and contentment. In the reading room, half hour talks are occasionally given by chiefs of departments on subjects relating to the business.

These lectures followed by smoking concerts by the staff of the firm, assisted by outside talent, especially secured for the occasion, are bound to create better relations between employes and to increase their efficiency. The welfare of the female employes has also been looked after, and their large and well-appointed assembly room and annexed kitchen, beautifully decorated, roomy, well ventilated and lighted, reflect credit not only on the firm, but also on the architects, Messrs. Asselin and Perron, who have designed these improvements in a manner far beyond the dreams of the most convinced idealist.

All this, however, is not philanthropy, but, as the president has said: "It is reciprocity of treatment, with greater efficiency as its prime motive.

Whatever the motive, it is obvious that this treatment of employes will increase their interest in the business, increase their efficiency and create a friendly and favorable mental attitude on the part of the present and future clients of the firm.

Yet the ambition of the directors is not quite satisfied. They wish to create a technical library for the use of the employes where they will be in a position to acquire practical knowledge concerning their business; for although experience is necessary it is the combination of theory and practice, which leads the faithful employe to success. The library already exists on a small scale. The best magazines on commerce and industry together with technical work devoted to the hardware and building trades; plumbing and allied subjects are found on the shelves of the library.

MR. F. C. LARIVIERE.

Another conception—and not the least—of the company, has been to develop among the employes the habit of economy by placing them in a position to participate in the profits of the firm for which they work and to which they apply knowledge, experience and good will.

From the first of October 1908, the firm of Lariviere Incorporated succeeded to the firm of Amiot, Lecours & Lariviere Incorporated. This change in name did not imply, however, any change in the direction nor in the administration of the company, nor in the list of shareholders which remains as follows: John E. Goodman, John G. Nelson, F. X. Desrivieres, P. H. Delcourt, A. S. Daly, Arthur Contant and Alphonse Nadeau, all faithful co-workers, interested in the success of the firm. The estate of the late Mr. Amiot is still interested in the company to the same extent as Mr. Amiot's interests appeared in November, 1902, at the date of his death.

The avowed policy of the firm remains the same—"to give satisfaction always and at whatever cost"—one inaugurated by Mr. Fred C. Lariviere, and to which the firm attribute its success.

The branch of "Lariviere Incorporated" situated at No. 10 Craig Street, a few doors west of St. Lawrence Boulevard, was remodelled last fall and placed under the management of two heads of departments of the company—A. S. Daly and P. H. Delcourt, these two having absolute control over its operations.

Here again we see the realization of another element in the policy of this firm. They believe in developing self-reliant business men, by continuously giving them responsibilities of increasing importance, multiplying their interest and stimulating their loyalty, by affording them the opportunity to do things absolutely on their own initiative.

Fred C. Lariviere, although recognized as one of the keenest business men of the metropolis, a man who made a reputation by his systematic, painstaking attention to his business, yet Mr. Lariviere has not neglected public questions and as a member of the Chamber of Commerce and in other capacities he has been on many occasions of sterling service to the commercial interests not only of Montreal, but of Canada, Mr. Lariviere is president of the "A. C. Lariviere Co." of the Colonial Fluid Beef and Specialty Co., of the Choral Association of St. Louis de France, vice-president of the Chamber of Commerce of the District of Montreal, and director of the Montreal Canada Fire Insurance Co.

Although a very busy man, Mr. Lariviere has always remained most sociable, suave and considerate, qualities which have brought him so many staunch friends and customers. Commercial travelers are always welcome at his office, more so if they have an interesting business proposition to make.

The success of the firm in the past is sufficient warrant of its future. From modest beginnings the firm has attained, through different stages, an enviable position among our leading business enterprises. With vast experience, a wider field of action, practically unlimited capital and a staff of efficient, experienced and devoted men, anxious to make the firm of "Lariviere Incorporated" the most successful in Canada, the future looks bright and promising.

FEATHER DUSTERS

Our lines of Feather Dusters are strongly made of the best material and very neatly finished.

Our assortment is complete in these lines. Write us to-day for complete price list.

ESTABLISHED
1840

BASKETS
WOODENWARE
FIBREWARE
WASHBOARDS
BRUSHES
MOPS

We are the only manufacturers of Feather Dusters in Canada, and can quote you the closest prices on lines of real quick-selling quality.

H. W. NELSON & CO., LIMITED

TORONTO CANADA

"Pansy" Broom

We can supply you with brooms of all prices; but the broom it pays you best to push is the Pansy.

Just the right size, just the right weight, springy and strong—the broom that captivates the housewife.

ESTABLISHED 1840

If you have never tried the Pansy, now is the time to get started.

We are the makers of the Pansy; and you know it pays to "buy from the maker."

H. W. NELSON & CO., Limited

TORONTO : : : CANADA

"Buster Brown" Children's Express Wagons

Successfully handled by the hardware trade throughout the Dominion.

Handy around any house, store or farm.

Will stand any old kind of a racket.

MADE IN CANADA

Provide fun by the wagon load for the boys.

SIZES:

No. 1 (Solid)
No. 1 (Spoke)
No. 2 "
No. 3 "

With Runner Attachments

THE WOODSTOCK WAGON & MFG. CO. Limited

Jas. Stewart Mfg. Co., Ltd., Winnipeg, Man., Western Representatives

WOODSTOCK, ONT.

The Coming Favorites With the Trade Everywhere —— Sell on Sight.

HARDWARE AND METAL WANT ADS.

CAN

Switch You on the Right Track

If you have any proposition of interest to Hardware, stove and tinware dealers, clerks, travellers and manufacturers, a want ad. in Hardware and Metal will solve it for you.

Surely it is worth 25 or 50 cents to find some man in another city, or another province, who is looking for just such a proposition as you have to offer.

Don't wait for something to turn up, you have probably been waiting now a month, or it may be a year—A thing begun is half done. **We can Switch you to the man you are looking for, but you must take the first step.**

Do you wish to buy a second hand set of tinner's tools?

Are you an employer looking for employes; or a clerk, wishing to secure a position as traveller?

Have you an old counter or show case for sale?

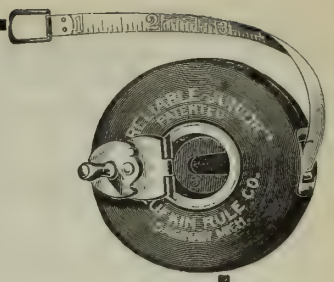
Do you wish to sell your business or take in a partner with some ready cash?

Try a want ad. in Hardware and Metal. The cost will be small.

2c. per word first insertion
1c. per word subsequent insertion
5c. additional, each insertion when box number is desired

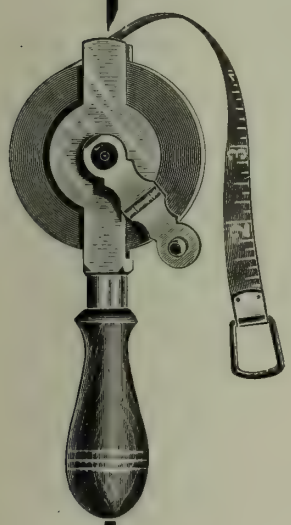
HARDWARE AND METAL

MONTREAL TORONTO WINNIPEG



LUFKIN

Measuring Tapes and Rules



¶ Each one is made to sustain the reputation gained through a quarter century's honest endeavor to improve. In accuracy, durability and beauty of design they are unequalled.

¶ The coming season will be a banner one, and the wise merchant will see that his stock is complete. Get in line by writing for our catalog. It's the foreword to big sales and handsome profits.

¶ If you haven't heard about our new method of marking steel tapes, send for circular. It's a wonderful improvement, and the clinching argument to many a sale.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

The only manufacturers of Tapes and Rules in Canada

The Galt Art Metal Co., Limited

Manufacturers of High-Grade Sheet Metal Building Materials.

The House which still has confidence in The Hardware and Tinsmith Trade.

Our Policy of contracting with The Trade in each locality to sell our goods as an "exclusive agent" is rapidly making good.

From present indications 1909 will be a record year for building operations in both city and rural districts and Hardwaremen must awaken to the fact that the profitable business of supplying Metal Roofing, Siding, Ceiling and Lath, etc., for these buildings should belong to them.

The man selling "The Galt Kind" is easily in a position to monopolize this business in his locality.

He has, first of all, a line of goods which cannot be equalled in Canada or excelled on the Continent. He also has at his disposal the services of our large and efficient sales staff and the assistance of our advertising and correspondence departments.

Last and most important, he has a binding agreement with us, whereby we undertake to supply him with goods at prices which will meet all competition and to protect him interritory and quotations.

In short, we agree that if the Hardwareman will use his best efforts to further the sale of "The Galt Kind" in his locality, we will make his business in this line pleasant and profitable.

The "Galt" Steel Shingle

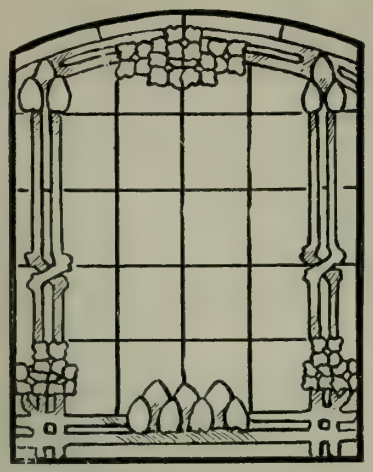
which is our leader this year, for **weather-tight locks, handsome appearance** and **easy laying** is pronounced by roofing experts to be the most perfect article yet produced. It locks on all sides easily and quickly without cleats or notches, has top and side nailing flanges and is embossed in a bold Gothic Tile design. The material and construction of the "Galt" Shingle make it impossible for it to leak, rust or work loose on the roof. The "Galt" Shingle will make money and reputation for some one in your town this year. Will it be you?

"Galt" Expanded Steel Lath "Classik" Ceiling
"Art Metal" Siding "Galt" Corrugated Steel Sheets

The most profitable line to handle. If you're not already selling it get catalogs and samples.

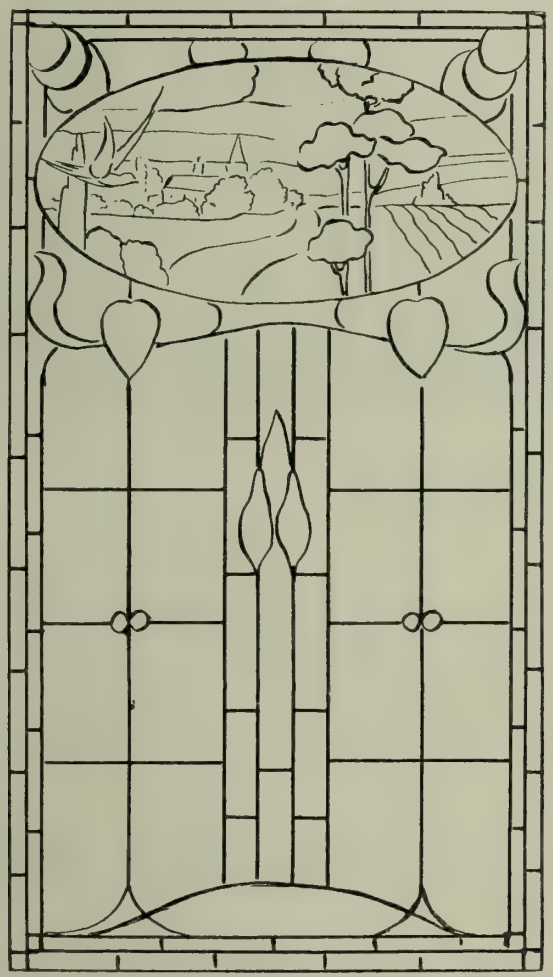
The Galt Art Metal Co., Limited, Galt, Ont.

WINNIPEG and REGINA, Dunn Bros. **TORONTO, W. D. Beath & Son.**



L'ART NOUVEAU LEADED GLASS

We are the largest manufacturers of Leaded Art Glass in Canada, manufacturing a complete line of Leaded Glass at our ***Three Factories, London, Toronto and Winnipeg.*** Write our nearest office for copy supplementary Catalogue.



We have a large staff of men at each of our ***Three Factories*** continually employed in the making of ***Leaded Art Glass***. We always aim to please our customers. Place your next order for glass with us and be convinced.

All Mail Orders

for glass other than manufactured shipped same day as received.

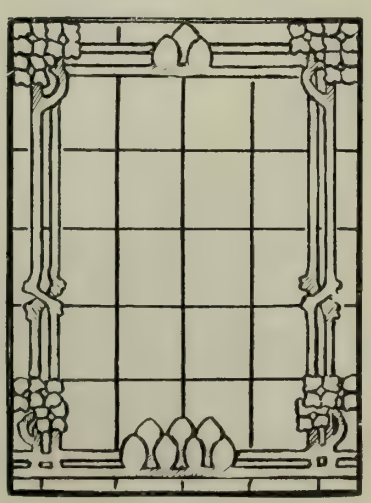
GLASS

Our large and complete stocks of all kinds of glass which we carry at our ***Three*** Warehouses enables us to ship all orders on the shortest notice.

Sole Canadian Agents for the celebrated ***Max***imum ***Light Glass*** and ***Cat's Eye Glass***.

Write for Prices and ***Samples***

GLASS



GLASS OF EVERY DESCRIPTION FOR BUILDING PURPOSES

The Hobbs Manufacturing Co., Limited

Factories and Warehouses

TORONTO **LONDON** **WINNIPEG**

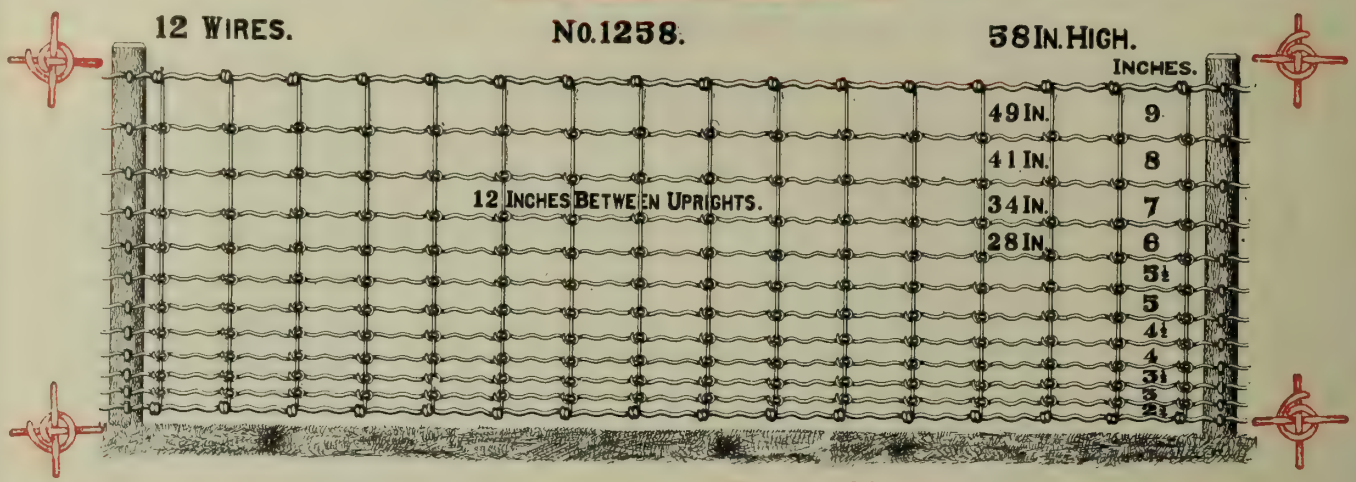
"DOMINION SPECIAL" FIELD FENCE

The Strongest and Best Made Fence on the Market

ENTIRELY
A CANADIAN PRODUCT

DOMINION SPECIAL
DOMINION
FIELD FENCE

FROM
THE HEAVY RODS TO
THE FINISHED FENCE



Jobbers should not fail to get into line at once and handle this Fencing.

Retailers will find this a profitable line to stock. Ask your jobber about "Dominion Special."

"Dominion Special" Field Fence is made from the very best of material, thoroughly galvanized, and will last for years.

Our long experience in the manufacture of Wire for Fence purposes has taught us what is best adapted to the alternating heat and cold of the climate of our country.

Don't buy before you enquire about Dominion Special. You can save money by investigating.

CATALOGUE AND SAMPLE LOCK SENT ON REQUEST.
WRITE TO-DAY.

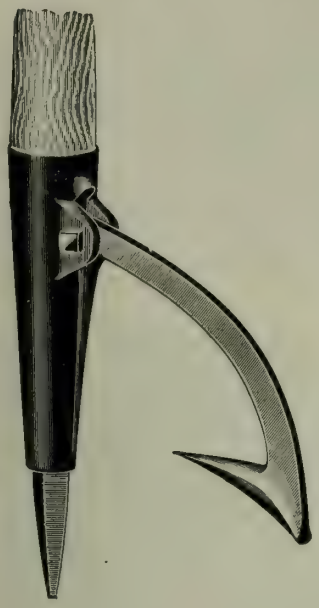
WE ALSO MANUFACTURE :

Iron and Steel Wire	Barb Wire	Staples	Broom Wire
Brass and Copper Wire	Bale Ties	Jack Chains	Flat Wire
Galvanized Wire	Wire Nails	Bright Wire Goods	Barrel Hoops
Coiled Spring Fencing	Wood Screws	Mattress Wire	Strand Wire

Our facilities for shipping in "MIXED CAR LOTS" are unexcelled. Some dealers being unable to take into stock a straight car of any one product can take advantage of this by placing their order for a carload containing Barb Wire, Galvanized Wire, Oiled Annealed Wire, Coiled Spring Wire, Fence Staples, Wire Nails, and "Dominion Special" Field Fencing.

Dominion Wire Manufacturing Co., Limited, Montreal

This Looks Like Good Business



SAULT STE. MARIE, FEB. 22nd, 1909
CANADA

THE CANADIAN LOGGING TOOL CO.,
Sault Ste. Marie, Ont.

GENTLEMEN,—

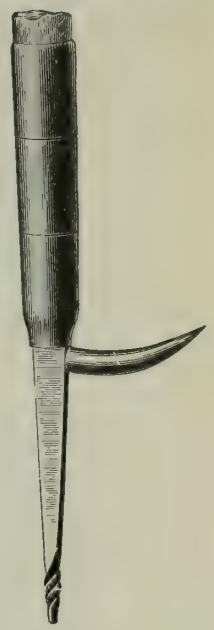
We send herewith orders for 20 dozen Peaveys, which please ship promptly as per instructions on orders.

This brings our sales of your tools since the New Year to considerably over $1,000.00. Our Mr. Richardson reports that the tools of your make sent out during the past season are giving satisfaction.

He is looking for a brisk demand as the season opens up.

Yours truly,

MOORE & BROWNE, LIMITED
ROBERT MOORE, President.



Our sales are more than 100 per cent. ahead of last year and the above letter is only one of many similar letters we have received from our customers.

Our factory is running full capacity and orders are already booked for a Big Spring Business.

The largest dealers in Canada buy our goods because they know the

SOO LINE LOGGING TOOLS

are absolutely reliable.

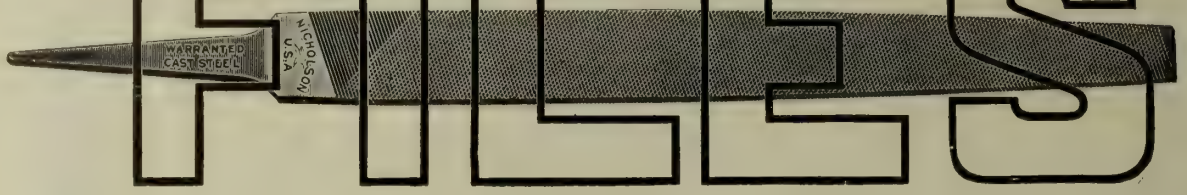
Soo Line Tools may cost more—but they are certainly worth it.

Write for Catalogue and Discounts

Canadian Logging Tool Co., Limited

Sault Ste. Marie, Ontario

FILES



Kearney & Foot

Arcade

American

Great Western

Globe

McLellan

J. B. Smith

Eagle

These well-known Factory Brands are made and guaranteed by us.

Carried in stock in ample quantities to enable us at all times to promptly fill orders of any size.

NICHOLSON FILE CO.

Dominion Works : PORT HOPE, ONT.

RASPS

2,000 lbs. on this Park Swing.

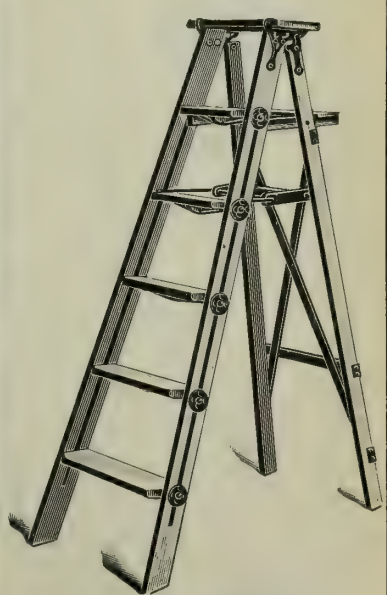
The STRATFORD Four-Passenger Swing.

An Entertaining Convenience.

The Patient's Haven.

Single Ladder Sustaining 758 lbs. and 212 lbs. Immediately after.

Sustaining 2,811 Pounds.



THE HERCULES

It is the "**TEST**" that tells. All articles manufactured by us

"WILL STAND THE TEST"

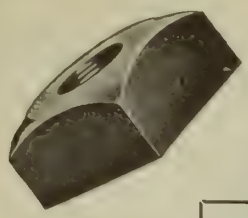
The Stratford Manufacturing Co., Limited

Manufacturers of

Ladders, Lawn Swings, Boyer's Gliding Settees, Hay Slings and Carriers.

STRATFORD, ONTARIO, CANADA

We respectfully request all interested dealers to ask us for prices.



TRADE M.R.M. CO. MARK

BOLTS AND NUTS

The Bolts and Nuts we are turning out to-day are beyond question the best we have ever made, and it is admitted by users of these goods that there are none better in the market.

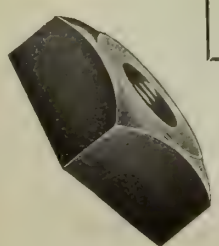
This result is due to the care and attention given to the whole process of manufacture.

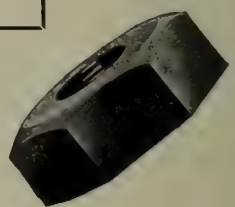
Material used in our Bolts and Nuts is specially selected for the purpose. Patterns are correct; heads on our Bolts are well shaped; threads full and true, and Nuts fit perfectly.

We carry in stock all standard sizes, and can make to sample any special Bolt required.

All up-to-date Hardware Stores stock "M.R.M." Bolts and Nuts.

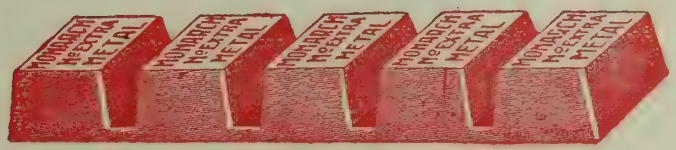
The Montreal Rolling Mills Co.





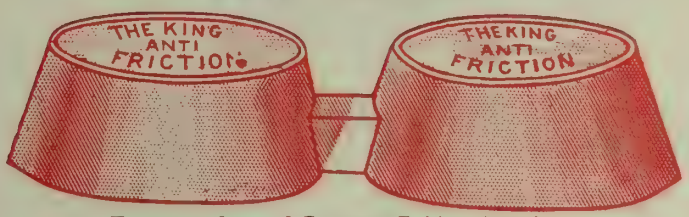
ROBERTSON'S
Babbitt Metals
ARE RELIABLE

EXTRA MONARCH



Strictly the Highest Grade Babbitt Metal Manufactured.

THE KING



The Best General Purpose Babbitt Metal.

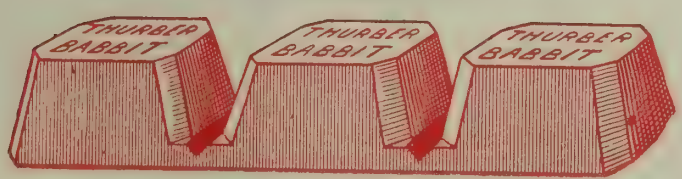
SWASTIKI

Best Babbitt Value in the World for High Speed and Heavy Pressure.

FLEUR DE LIS

The Cheaper General Purpose Metal.

THURBER



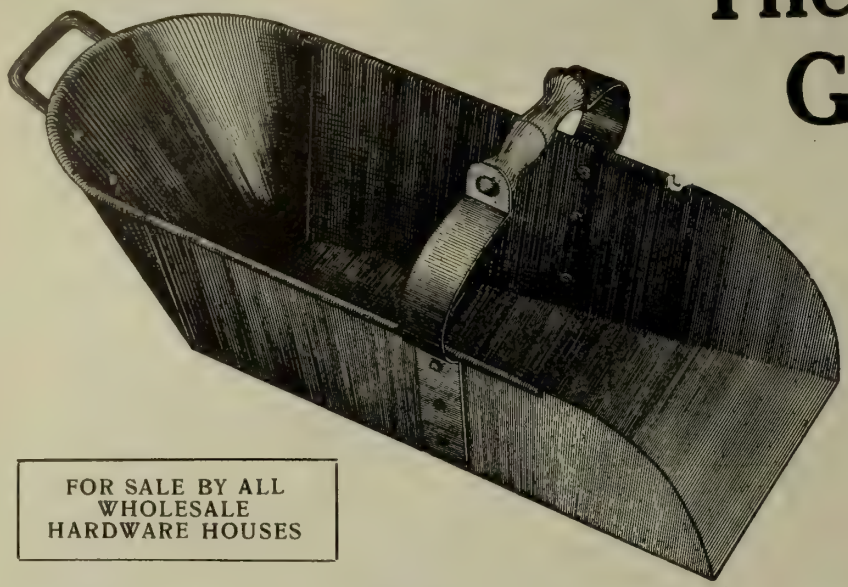
Nothing to equal it for small machinery.

See Current Price List Write for Discounts

The Jas. Robertson Co., Ltd.

Montreal Toronto St. John, N.B. Winnipeg Vancouver

The "Manitoba" Grain Scoop



FOR SALE BY ALL WHOLESALE HARDWARE HOUSES

Largely used for the rapid handling of grain. Every Farmer, Miller and Storekeeper wants the "Manitoba" Scoop.

Eclipse Child's Shovel Red and Black

Eclipse Boy's Shovel Red and Black

Eclipse Snow Shovel Round Handle 18 Gauge

Eclipse Steel Shank Snow Shovel 16 Gauge

Eclipse Shank D Top 16 Gauge

Eclipse Railroad Snow Shovel (cast steel) 15 Gauge

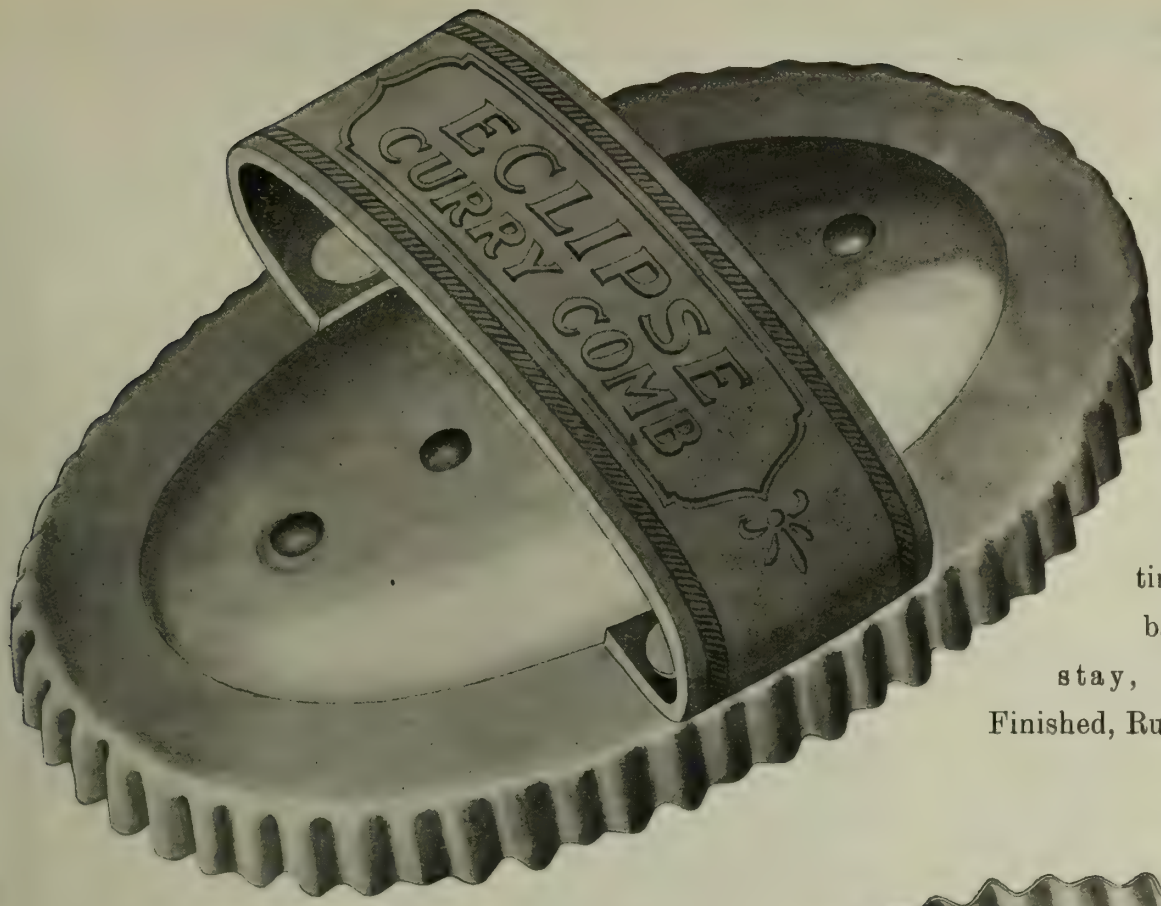
Eclipse Furnace Scoop 18 Gauge

No. 10 No. 22 No. 19 No. 28 No. 29 No. 30 No. 23

The Eclipse Manufacturing Company,

Manufacturers of Steel Snow Shovels, Furnace Scoops, etc. LIMITED.

OTTAWA, ONTARIO.



THE ECLIPSE CURRY COMB

Patented 1896

Manufactured from three solid pieces of sheet tin, lacquered and baked. Riveted to stay, Strong, Well Finished, Rust Proof.

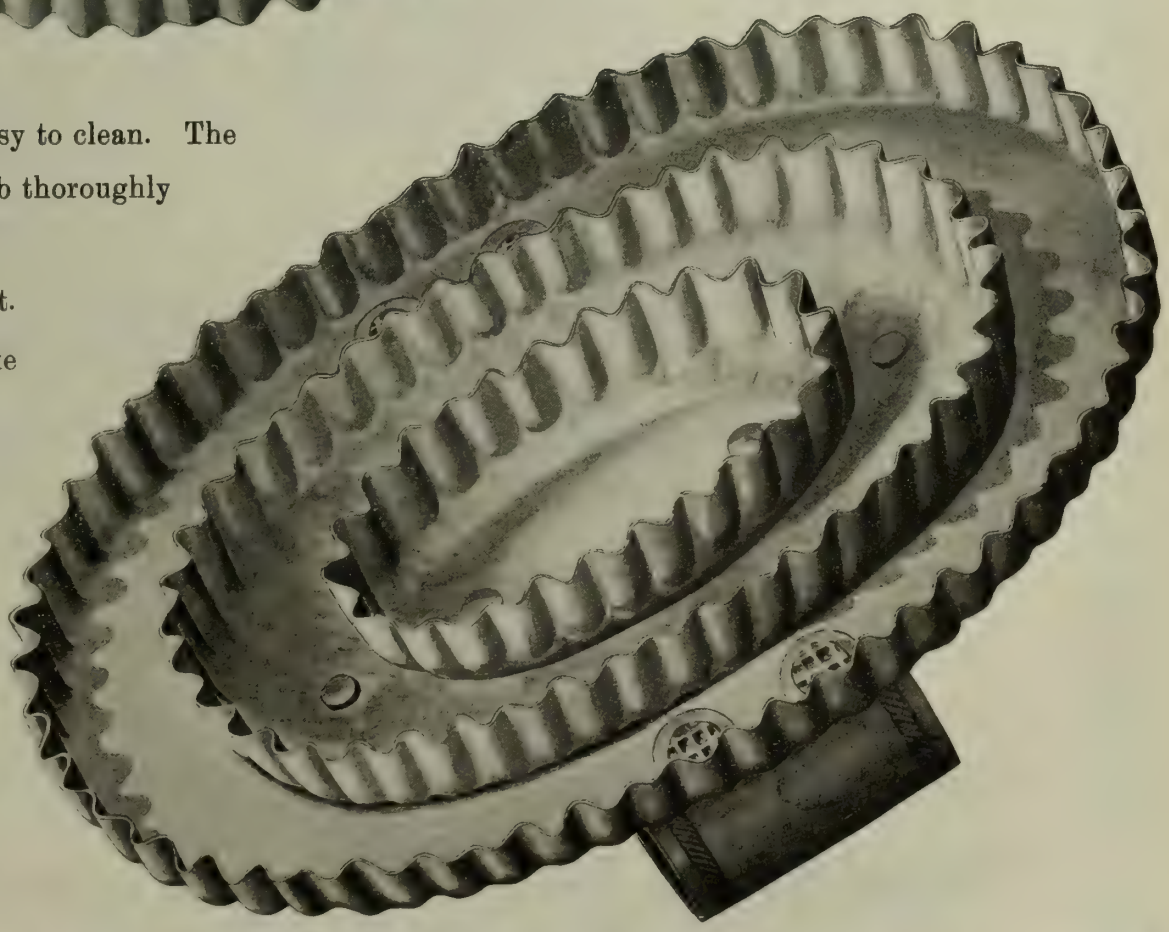
Easy to use, easy to clean. The indentations comb thoroughly yet smoothly.

The trade like it.

The dealers like it.

The users like it.

The horses like it.



Ask your wholesale house, or write direct to

THE ECLIPSE MANUFACTURING CO., Limited
OTTAWA, ONTARIO

STEEL OR WIRE

Standardize Your Requirements at Our Mills

Our many years experience and knowledge of the steel and wire business insures you a reliable source of supply. We guarantee uniformity in all our materials, which enables our customers to figure exact costs. Below we give condensed list of our products :

Wire, of every description and shape

Electrical Cables, to any specifications

Springs, fine or heavy

Flat Steel, for all purposes

Wire Rope, Special construction a specialty

Wire Rods, Bessemer or open hearth

Nails, all kinds

Tacks, carpet, upholsterers' or bill-posters'

Shafting rounds, flats, squares or hexagons

STRUCTURAL MATERIAL

plain or fabricated

Beams, Channels, Angles, Tees, Zees, Plates, Sheets, Hoops, Bands, Bars

Rails, light or heavy

Switches,

Steel Piling,

Frogs,

Crossings,

Axles,

Splice Bars,

Fish Plates,

Steel Cross Ties

Triangular Mesh Concrete Reinforcement

EVERYTHING IN STEEL OR WIRE

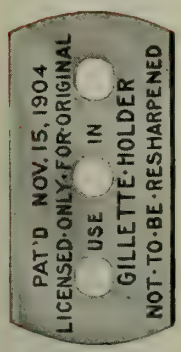
ENQUIRIES SOLICITED

United States Steel Products Export Co.

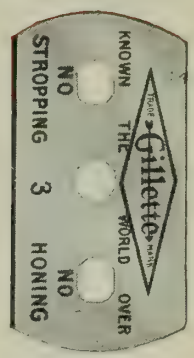
Montreal, Que.

TRADE Gillette MARK

KNOWN THE WORLD OVER



The All-The-Year-Round Money Maker



All seasons are good for the GILLETTE Safety Razor. Make your GILLETTE business a steady source of income. Keep your stock on display. Let your store be known as a GILLETTE headquarters.

It is astonishing how many sales can be made by courteously suggesting the GILLETTE to your customer and explaining its qualities. Tell your customers your own experience with the GILLETTE. Most of them know it by name, but many are not posted on what the razor will actually do. Show them what it means in comfort, convenience and economy.

You will find it pays to tell every man who enters your store about the GILLETTE. The only limit on sales is the enthusiasm you and your staff put into your talks.

What about signs and trade helps? Have you plenty for the store and windows? Have you cuts for your local paper? Liberal supplies of good advertising matter are freely dispensed to promote sales.

Your energy behind such a live and well-known proposition as the GILLETTE will increase your profits.

The Gillette Safety Razor Co.

of Canada, Limited

Office and Factory, - - 63 St. Alexander Street, MONTREAL

Gillette Safety Razor

NO STROPPING, NO HONING

The Anthony Fence

Will catch your eye when you see that knot.
It leaves no short kink in the hard line wire inside the knot.
All fence made of the best galvanized all No. 9 hard steel and coiled line wire.
Does not curl up at the bottom.
Will lie flat on the ground when unrolled, and stand up straight when erected.
The neatest, strongest, and best wire fence made in Canada. Customers always come back for more.
One good live man wanted for agent in every locality.

Manufactured by

The Anthony Wire Fence Co., of Canada, Limited

WALKERVILLE, ONT.

The Gananoque Bolt Co., Limited, Gananoque, Ont.

MANUFACTURERS OF

BOLTS and NUTS

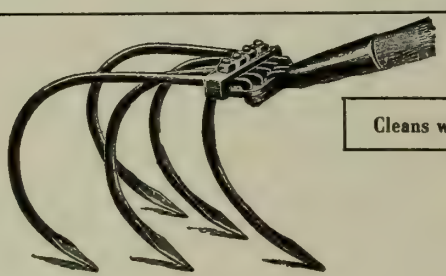
All Styles and Sizes, including

Carriage Bolts
Machine "
Tag Screws
Tire Bolts
Sleigh Shoe Bolts
Step Bolts
Fancy and Special Bolts
Shaft and Whiffletree Bolts
Track Bolts
Boiler Rivets

Prices Right **Quality and Service Unexcelled**

CORRESPONDENCE SOLICITED

Teeth are Adjustable to any desired width.



Cleans weeds out by root.

The

"Buco" Cultivator

(Patented)

Loosens and cultivates soil thoroughly; saves immensely on labor; beautifies the garden and gives things a chance to grow.

Great around vegetables, shrubs and trees.

The "Buco" is advertised largely in the rural papers over the Dominion and is coming greatly into demand.

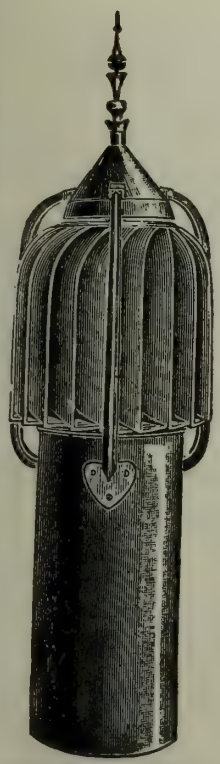
Sold by hardware jobbers. Manufactured only by

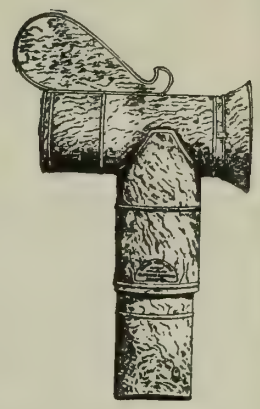
BAILEY - UNDERWOOD CO., LTD.

New Glasgow **Nova Scotia**

Foreign Agents:
Australasia and South Africa.
Arkell & Douglas, Inc.
17 Queen St., Melbourne.
29 Castle St., Cape Town.
Great Britain—Canadian United M'f'rs. Agency.
Paternoster Sq., London, E.C.
West Indies—Barbados Co-Op. Cotton Factory, Ltd.,
Barbados, W.I.

The Secret of Health In Modern Building Life is VENTILATION





Our two ventilators, the **"J. W. Harris Rotary"** and the **"Zephyr"** have been making money for the dealers and the users of them for years. It is only COMMON SENSE after all.

For schools, theatres, big parks, convents, etc., these articles have become a BUILDING NECESSITY.

THERE IS A PLEASING PROFIT FOR THE TINSMITH OR HARDWAREMAN TO get after the local building trade and hold it. New buildings are now going up. Get out among the Contractors and Architects. They WILL SPECIFY our Ventilators, because they never fail and give perfect satisfaction.

HERE ARE SOME TESTIMONIES. THEY SPEAK FOR US.

CANADIAN PACIFIC RAILWAY COMPANY,
Montreal, June 1st., 1900.

J. W. HARRIS MFG. CO., Ltd.,
MONTREAL.

GENTLEMEN:—

I have your letter of the 21st inst., stating that we have for a couple of years, used the "J. W. Harris Rotary Ventilators," on the East End Station and on Windsor Station, etc., and asking me if I would be kind enough to tell you if they have given satisfaction.

I would say in reply, that the "J. W. Harris Rotary Ventilators" at the Place Viger Station and Windsor Station, are doing the work required of them in a highly satisfactory manner. At the Windsor Station, they take so much air out that at times, they have to be shut off.

Yours truly,
P. Alex. Peterson, Chief Engineer.

Montreal, June 7th., 1901.

J. W. HARRIS MFG. CO., Ltd.,
MONTREAL.

GENTLEMEN:—

I have been using your "J. W. Harris Rotary Ventilators" on several houses in this City with the best results. The tenants, of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18 in. on my stable and I can say that your Ventilators cannot be surpassed by any to take out the sweating or the bad smell in any room.

Yours truly,
F. D. Monk, 58 St. Frs. Xavier St.

Uni ersity of St. Joseph's College,
Westmoreland, N.B., Dec. 15th., 1905.

J. W. HARRIS MFG. CO., Ltd.,
CITY.

DEAR SIRS:—

I am enclosing cheque to cover sight draft for Ventilator.

You are requesting me in your letter of the 28th ult., to let you know our opinion re "J. W. Harris Rotary Ventilator," Well! the best guarantee of satisfaction I can give you was, when I ordered another this Fall in addition to five we had before and which have been placed on our College for a number of years.

Yours respectfully,
A. D. CORMIER, Procurator.

Write us for particulars and let us send you book of testimonies and rates.

THE J. W. HARRIS Company, Ltd.

CONTRACTORS, MONTREAL.

There are

Dollars

for

Dealers

who handle

Connor

Washers

and

Wringers

Ask For Exclusive Agency

The

Connor

Ball Bearing

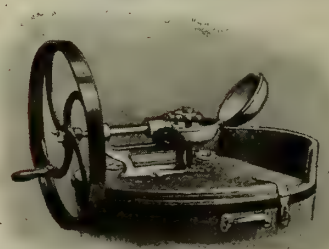
Washer

Unique Features
Complete Wringer, Stand and Basket Rack
Removable Tub
Motor Springs
Malleable Castings
Large Capacity
and
Easy Running

The

Winner Rotary

The Dolly Raises and Lowers with each Reverse Motion
Roller Bearings
Flywheel Easily Removed
Improved Cog Cover
Lid double Thickness to Prevent Warping



J. H. Connor & Son, Limited

Manufacturers, - - Ottawa

AGENTS: Delorme Bros., 15 Debresoles St., Montreal; Merrick, Anderson & Co., Winnipeg, Man.; Messrs. E. B. Horsman & Son, Vancouver.

CAPEWELL
HORSE NAILS

The best made anywhere, and the fastest and most satisfactory blacksmiths' selling line of any on the market.

Quality

We will not talk about **QUALITY,** because every horseshoer in the land has used **CAPEWELL HORSE NAILS** and the vast majority are using them exclusively. **THEY KNOW.**

Manufacture

We will not talk about manufacturing facilities and systems, as it is well known that we are the only concern in the Dominion making horse shoe nails exclusively and able to concentrate the whole of our efforts on the perfection of our product.

Service

But we do want to say a few words about the kind of service we are in a position to render our customers, jobbers and retailers. We are not content with selling them a carload, 100 boxes or 20 boxes of **CAPEWELL HORSE NAILS,** as the case may be. Our salesmen, all picked and able men, cover the country regularly and systematically. They create a steady demand for **CAPEWELL HORSE NAILS,** which quality and satisfaction maintain and increase. We see to it that the nails we sell you are marketed promptly and to your satisfaction. We prove all our statements and look after your interests, not spasmodically, but all the year round. This kind of service is expensive and costs us a good many thousand dollars per month. But the volume of our business warrants it, and it is the only kind of **SERVICE** that counts.

By virtue of what we have done, and what we can continue to do in an ever-increasing degree, we solicit your business.

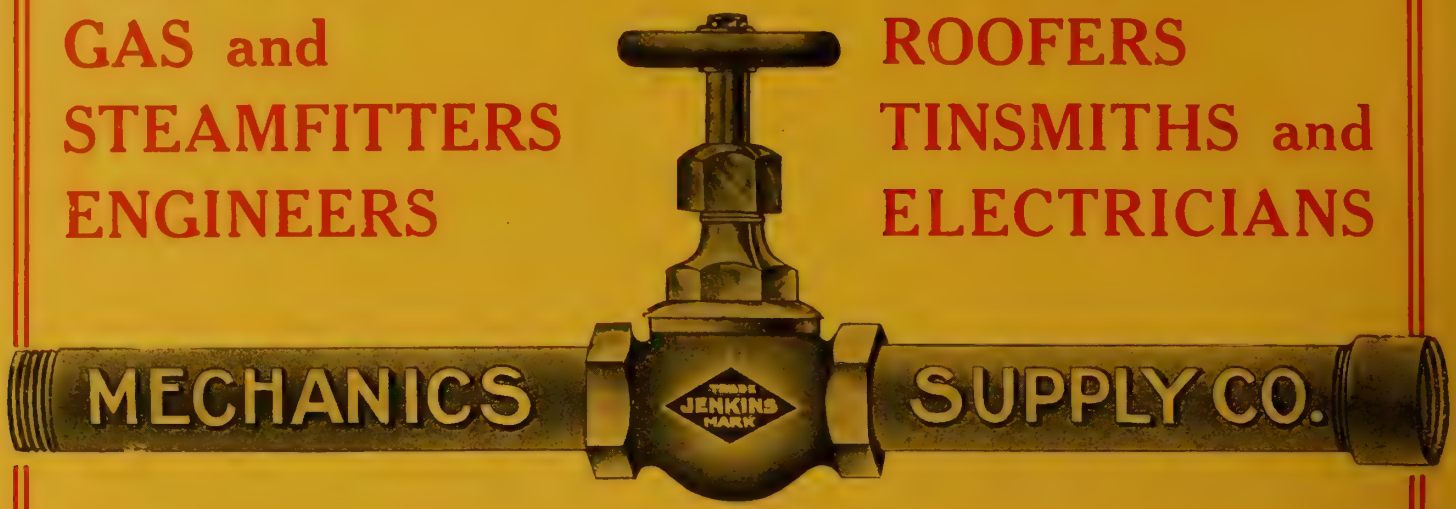
THE CAPEWELL HORSE NAIL CO.,

TORONTO **WINNIPEG** **VANCOUVER**

PLUMBERS
GAS and
STEAMFITTERS
ENGINEERS

W. H. WIGGS

MACHINISTS
ROOFERS
TINSMITHS and
ELECTRICIANS



Tools and Supplies

The Worthy Productions of the Best Manufacturers

In Great Britain, Europe, the United States and Canada

Find an outlet **through this store** to an appreciative clientelle who turn to this store as a supply centre for the very latest productions in Sanitary, Engineering and the Mechanical Arts.

80-90
St. Paul Street

QUEBEC

59-67
St. Andrew St.

HORSE SHOES

BUY

BELL BRAND

Manufactured by

THE BELLEVILLE IRON & HORSE SHOE COMPANY,
LIMITED

THE DISTINCTIVE FEATURES OF "BELL" HORSE SHOES ARE:

GOOD QUALITY. Manufactured from the best material obtainable.
CORRECT AND UNIFORM SHAPE. As approved by the best Canadian Farriers.
ACCURATE CREASE. The right width and depth.
EXACT PUNCHING. The nail holes where they should be.

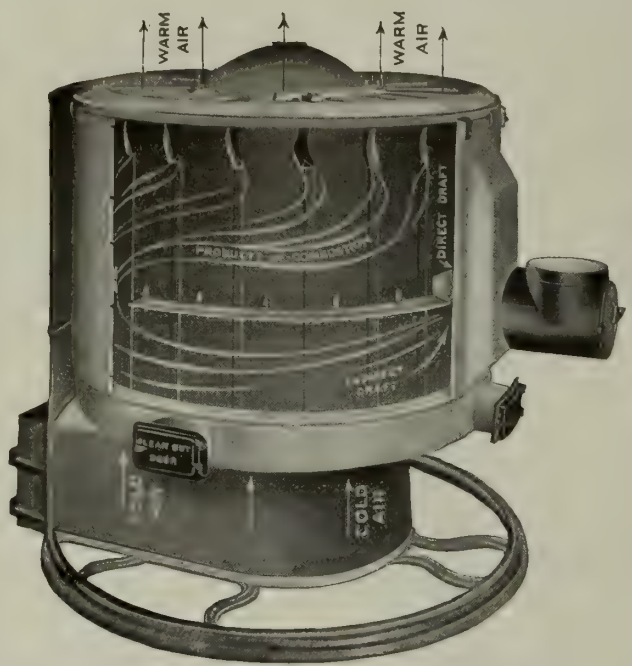
PATTERNS

LIGHT IRON, 0 to 8; MEDIUM, 1 to 8; LIGHT STEEL, 0 to 6; SNOW SHOES, 1 to 5.

"Competition Eliminated"

THE KELSEY WARM AIR GENERATOR

(Trade Mark Registered U.S. Patent Office.)



The Kelsey Warm Air Generator—With the Zig-Zag Heat Tubes.

If you want the Agency for a warm air heater with so many talking points, and so many real advantages that you can convince your good trade it is the most economical and powerful heater made, and that will give results which will bring you more business at prices not made to meet any kind of competition, write us at once for the

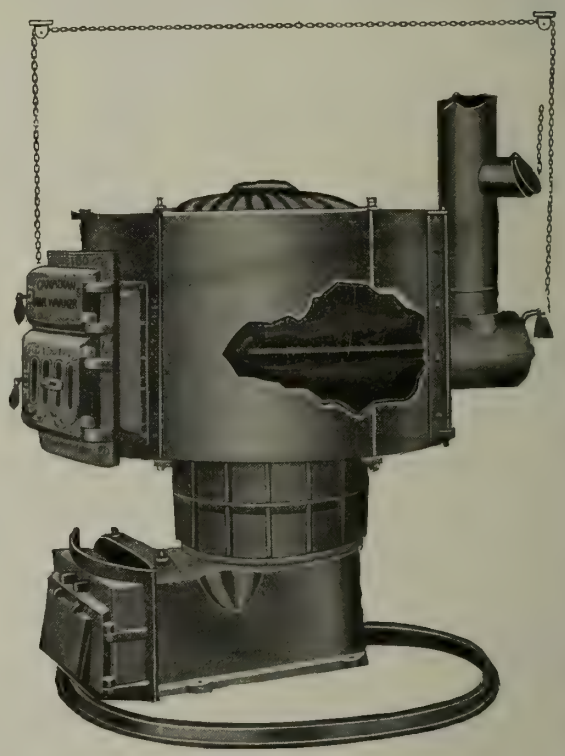
1909 Kelsey Agency Proposition

The Improved Canadian Air Warmer

with its large radiator made of very heavy steel, and its long fire travel is easily the best furnace of its kind on the market.

Note particularly the fire pot which is made in two sections and is perpendicular which prevents ashes from clinging to sides as they do in the ordinary tapering fire pot.

Also note carefully the revertible flue and long down fire travel.



These Heaters would make good combination for you to carry.

Full particulars furnished upon request.

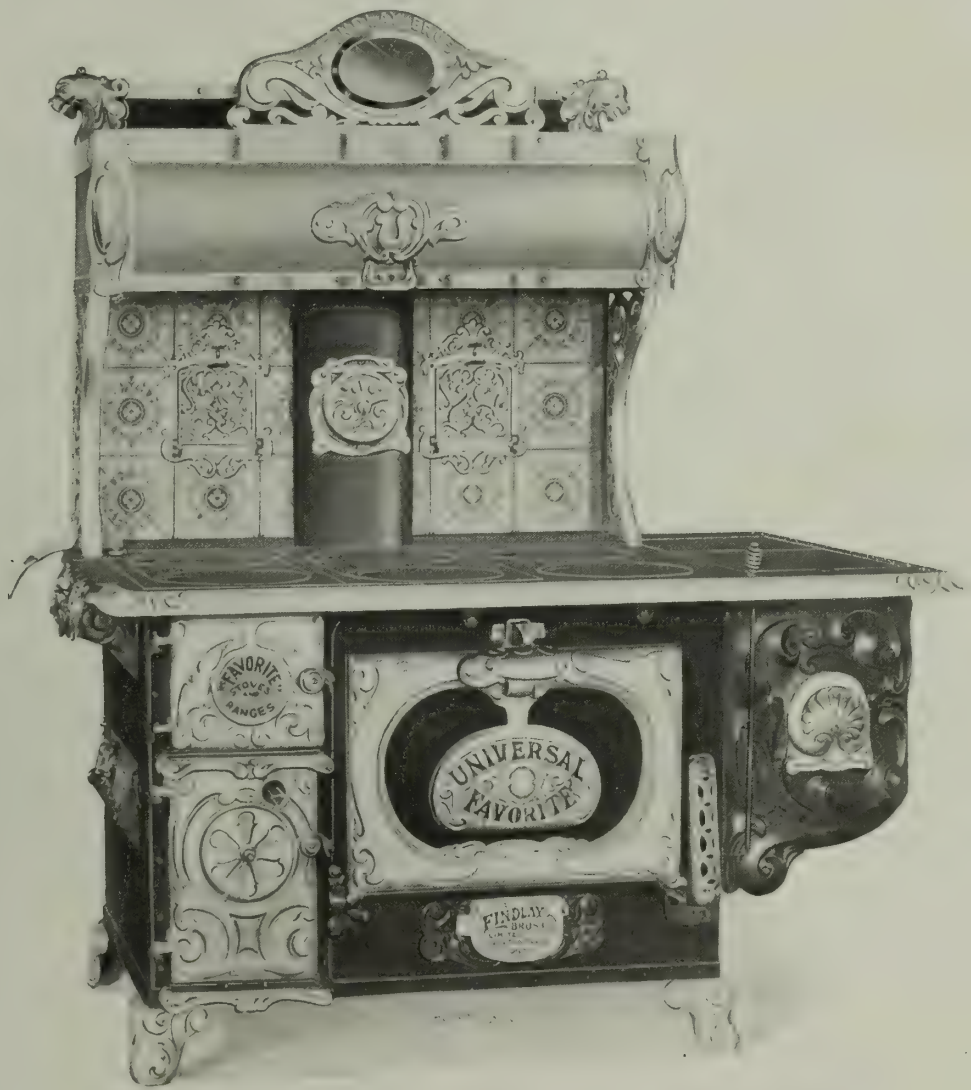
The Jas. Smart Mfg. Co., Ltd.

WINNIPEG, MAN. BROCKVILLE, ONT.

The Universal Favorite for 1909

has more talking points than ever. This Range makes business for the Dealer who sells it, makes friends of those who buy it, and one sold means the sale of a dozen others in the same neighborhood. Just think, Mr. Dealer, you can give a GUARANTEE of from three to five years with this range against any of the parts cracking or burning out, including the Fire Box Linings.

Make the UNIVERSAL FAVORITE your Leader—it will increase your business and give you Satisfied Customers.



NOTICE THE BEAUTIFUL INLAID TILED HIGH CLOSET.

This Range with the Tiled Finish has made a decided hit and the increased sales show that it has caught the public's fancy. Order a sample of this Range. We will venture to say it will be the first you sell off your floor.

We make a full line of Stoves and Ranges, both in steel and in cast.

IF YOU HAVE NOT OUR CATALOGUE, WRITE FOR ONE.

FINDLAY BROS. CO., LIMITED

Head Office and Works:
CARLETON PLACE, ONT.

Branch House:
309 Elgin Ave., Winnipeg, Man.

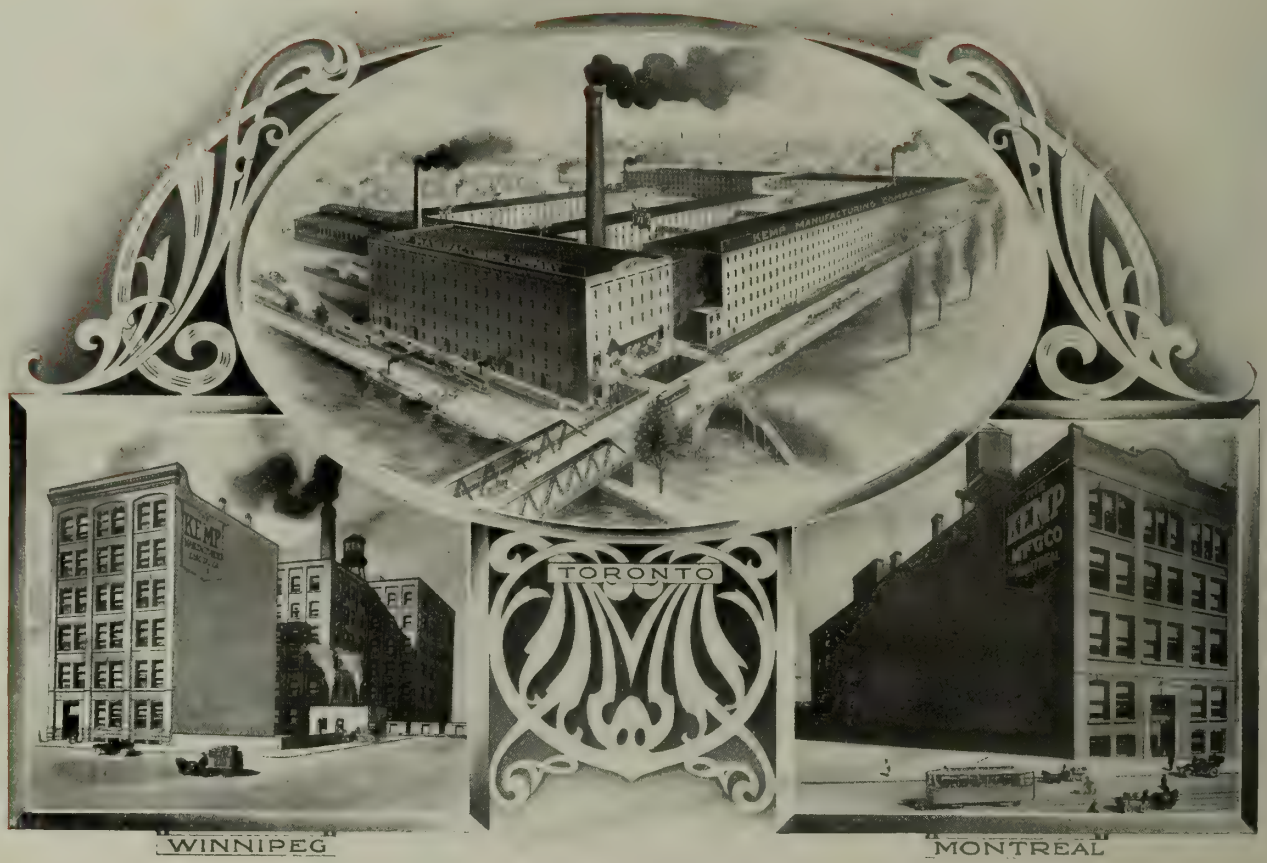
DISTRIBUTING WAREHOUSES:

STEWART & CO.
Toronto, Ont.

D. V. COPE & COMPANY
Calgary, Alta.

REVILLON BROTHERS
Edmonton, Alta.

The Place Where Diamond Enamel Ware is Made



Stamped, Japanned and Pieced Tinware, Sheet Steel and Galvanized Ware, Copper Ware, Stove Pipe Elbows and Coal Hods, Lanterns, Etc., Etc.

Kemp Manufac

Corner Gerrard and River Streets,

The KEMP MFG. & METAL CO., Ltd.
111 Lombard Street, Winnipeg, Man.

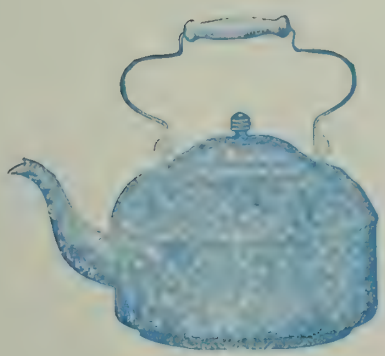
Kemp's Diamond Enamel Ware

Convex Kettle.

Cereal Kettle.

Berlin Kettle.

Teapot.



Tea Kettle.

Water Pail.

Highest Grade of Enamel Ware Made in Canada

Catalogue and Discount Sheet Sent on Application

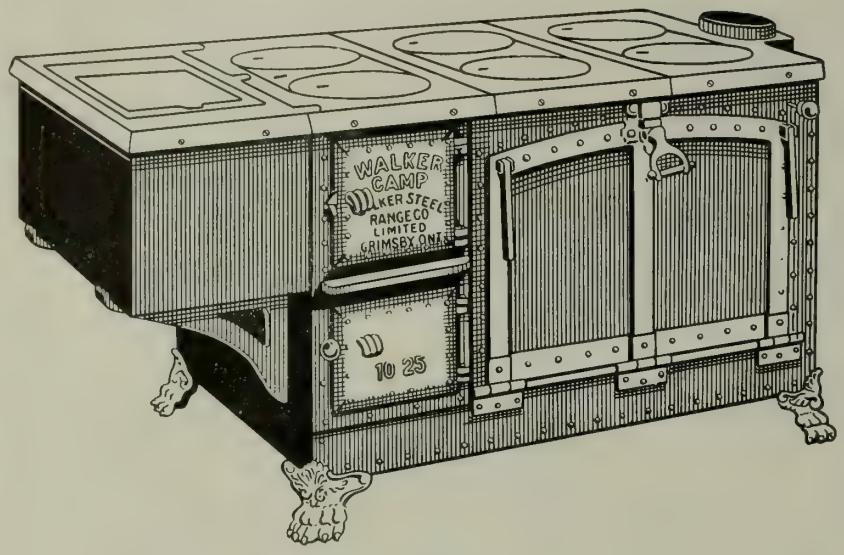
turing Company

Toronto, - - Canada

The KEMP MFG. CO., of MONTREAL
39 St. Antoine Street, Montreal, Que.

The Hall, Zryd

Successors to The Walker Steel



THE PILOT CAMP STEEL RANGE

for Lumber, Railway and Construction Camps, Hotels, Boarding and Farm Houses, where large capacity is required. Constructed of 14 and 16 gauge steel, has heavy sectional divided top. It is made No. 9 or 10 as desired. All ranges have six covers, steel plate ovens, and wrought iron trimmings.

PILOT STAR

No. 8 or 9, 4 Covers, with or without reservoir. Has square oven, coal and wood grates, and shelf, and proper end draft.

PILOT STAR, JR.

No. 9. Has two covers. Oven 14 x 14 x 10. Coal or wood.

WESTERN AGENTS:

HARRY F. MOULDEN, 290
C. L. RACE, 552 Victoria
E. B. HORSMAN & SON,

The Hall, Zryd Fdy.

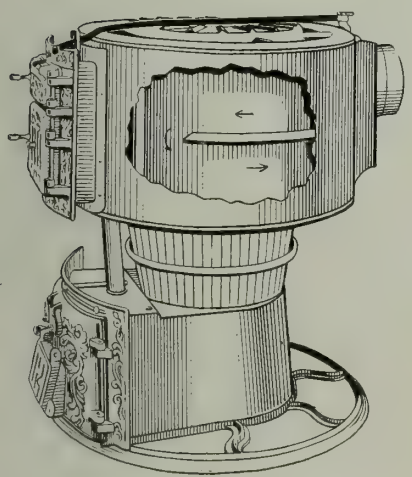
Foundry Company

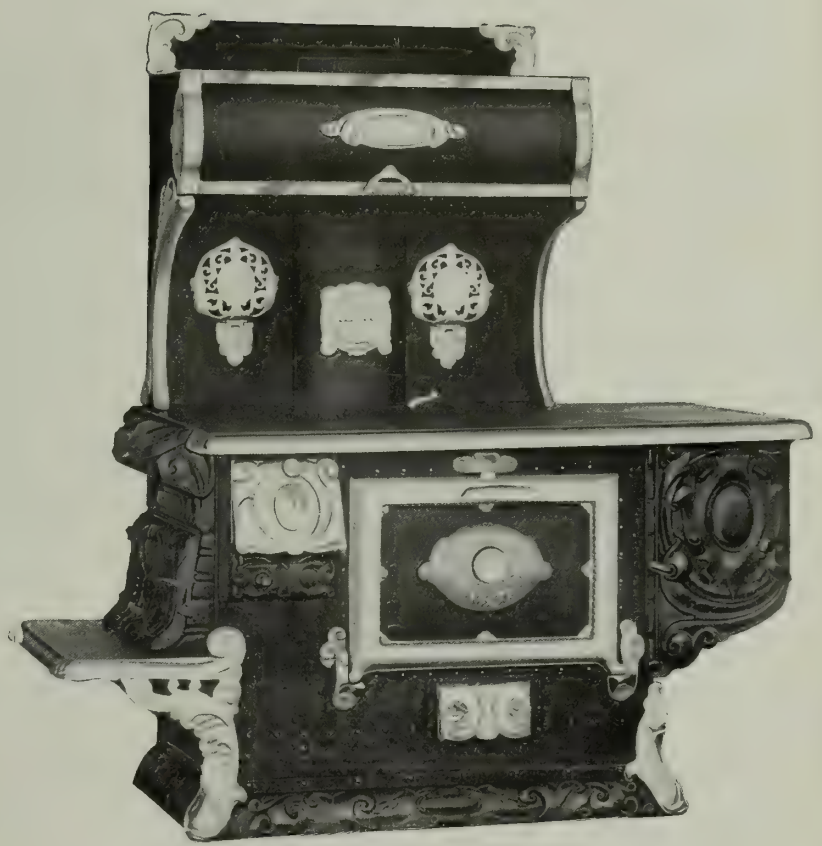
LIMITED

Range Company, Grimsby, Ont.

THE PILOT

Canada's Best Domestic Range. Successful everywhere. It possesses all the up-to-date features, and yet sells at a competing price, and makes you double the usual profit.





THE PILOT SUCCESS FURNACE

Low Set.
Large One Piece Ash Pit.
Four Bar Triangular Grate.
Fire Pot in two Sections.
Extra Large Feed Door.
Dust Flue.
Up-To-Date Direct Draft.
Extra Long Fire Travel.
Large Air Space between Dome and Radiator.
Quickly Set Up.
Large Evaporator Pan.
Extra Heavy Throughout.

Garry St., Winnipeg, Man.
Ave., Edmonton, Alta.
838 Granville St., Vancouver, B.C.

Co., Grimsby, Ont.

ENAMELED WARE

Davidson's "Premier" and "Colonial" Brands

Widely Known Widely Demanded
Made in Pleasing Colors

Has a smooth, glossy finish and will stand hard usage. : : : :

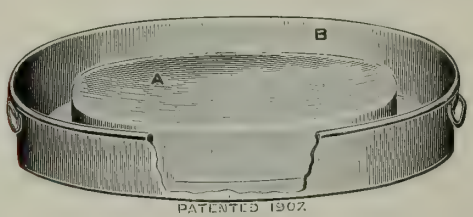
If not already handling our ware, we would be glad to receive your inquiries

A WONDERFUL CULINARY INVENTION

Scott's Patent Roasting Pan

(No cover needed)

Absolutely no burning. No smell during cooking, no waste. No watching or basting. No dirty burned fat to clean from the pan.



Four Sizes

25 per cent. less gas or coal used.

It is made from one piece of pressed steel and has no cover.

Takes only two minutes to clean.

It is safe to assume that such an article of absolute merit will be found in every well appointed household

"Canada" Milk Can

Every farmer and dairyman has been looking for a can of this kind

Seamless sanitary body. Made of one piece of 18 ga. steel plate. Entirely smooth on the inside. Can be thoroughly cleaned. No seams for dirt and sour milk to collect in.

The cover (which can be locked), is also made from one piece of steel.

Fits tight and flush with the top of the breast. Prevents the milk from splashing. : : : :

Made in one size only
Holds 8 Galls. Imperial

Supplied with massive wrought iron upright handles or malleable drop handles as desired.

The Thos. Davidson Mfg. Co., Limited, Montreal and Winnipeg

Davidson's "Premier Royal" Cooking Range

Made in Three Sizes and Seven Styles.

Attractive Design.

Well Planned for Convenience.

EVERY RANGE HAS THESE IMPROVEMENTS:

Heat Indicator	Detachable Guard-Rails
Single Damper	Asbestos Packed Oven
Simmering-Cover	Nickeled Oven Rack
Duplex Grate	Ventilated Oven
Cup Joint Top Flue	Embossed Door Lining
Plastered Oven Top	Oven Door Pedal
Plastered Bottom Flue	Large Steel Ashpan
Nickeled Towel Dryer	Nickeled Lifter and Shaker

In Special Features of Excellence, Ease of Keeping Clean, Freedom from Repairs, Perfect Cooking, and also in Material, Workmanship and Finish, these Ranges are Unequalled.

Cut illustrates Style F, with steel high closet.

"Premier" Cook Stove

For Coal or Wood

Three Sizes and Two Styles.

FURNISHED WITH

Duplex Grate, Nickel Oven Door Medallions, Oven Shelf, Wood Door Hearth, Knobs, Lifter, etc.

This Stove has all the good points of a high-priced range, making it one of the best sellers on the market. A Sensible Design, Easily Kept Clean.

Write for Descriptive Catalogue

The Thos. Davidson Mfg. Co., Ltd.

Montreal and Winnipeg

THE ROYAL JEWEL

NO. 920, STYLE "F"

The **LEADER**
of
ITS CLASS

EVERY approved up-to-date feature is embodied in this Range.

ELEGANT IN DESIGN

PERFECT IN OPERATION

Our Experience

after dealing with the stove trade for over 45 years is, that the dealers who make a leader of a single line of Ranges invariably make the greatest success of the business.

AS A
LEADER

NO. 918R, STYLE "F"

THE ROYAL JEWEL

cannot be excelled. It is made in ***four sizes*** and with Reservoirs at either end (see lower cut).

We make Ranges and Heaters of all descriptions, for hard or soft coal, or wood, manufactured or natural ***gas.***

If it's for Cooking or Heating, we make it.

CATALOGUES FOR THE ASKING.

THE BURROW, STEWART & MILNE CO., Ltd.

Established 1863 **Hamilton**

Colonial Ranges

THE COLONIAL—For Coal or Wood

The Colonial

The Handsomest Range on the market

Detachable Nickel—Quick Change Grates—Change from coal to wood in a minute. Large Square Oven takes 4 10-inch pie tins. Fire Box will take 24 inch wood. Always gives satisfaction.

Gas Attachment

New for 1909

Consider the advantages of a Coal and Gas Combination —two complete Stoves in one—occupying little more space than the ordinary coal Range. Both may be operated at the same time with absolute safety. Can be attached to the Colonial at any time.

Imperial Oak

Base Burner

New for 1909

Single or Double Heater

For Coal or Wood

The Most Powerful Heater Made

Colonial Prize

For Coal or Wood

New for 1909

Handsome, Attractive, Loose Nickel and all up-to-date improvements

A High Class Range at a Low Price
Has a Neat, Natty Appearance
A Splendid Seller

Improve your trade by handling the COLONIAL & IMPERIAL Line. They are Money-makers. Write for prices and particulars.

The Percival Plow & Stove Co.

Limited

Merrickville - Ontario

How Sam Wise Sent the Sales Temperature Up

(Copyrighted, excepting the moral)

He had moved into the store after buying the stock at a sacrifice, and was sizing things up.

The air was chilly and Sam was surprised on examining the thermometer to find it was down to 40.

He thought that if the word "sales" was written at the top of the thermometer it would also answer the case for the business turnover.

Yes, he would take the thermometer as a guide for his course of action.

Badly Run Down

The store had a cold appearance in the meagreness of paint, slow-movingness of clerks, and bad regulation of accounts.

But—Sam was convinced the real source of the "cold spell" lay in the "brand" atmosphere—he never in his life saw such a mixture of stoves, old, semi-old, unknown, antiquated. The stock was a good rival of the Sphinx.

Sam put on his coat, said good-night to the clerks, and closed the door. He felt rather downcast, and wondered if he had exercised good judgment in buying that fellow out.

Thinking over the outlook, possibilities of success, the changes necessary to be made, he was led to dig up some of his predecessor's old mail, and in examining this came across a certain envelope.

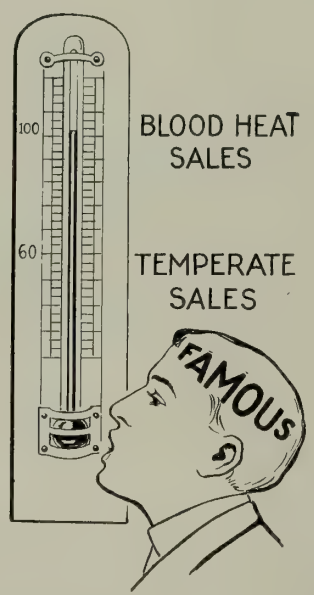
A Discovery

Sam woke to find himself "Famous." The envelope he had come across had a trade-mark "Famous" in the corner.

Sam Wise knew there was a sixty-one years' record back of this trade-mark, and he figured out that that was just about what he required as a cure-all for his troubles.

His Early Training

He remembered when at school how he used to breathe on the



quicksilver and send the temperature up. Somehow he thought a "Famous" breathing on his sales thermometer would send more "heat" into the cash book, and he knew that **McClary's "Famous" Stoves, Furnaces, Enamelware** in his store would beget that necessary "breathing."

So the first order was sent.

Next day he posted up this notice.

"Get Ready, Boys! We're 'Famous' From Now On."

Commences Campaign

After Sam Wise received his consignment of goods he was taken in charge by the advertising department of the McClary Co. He received a letter containing suggestions for window display, a request for prospects in his territory, an assortment of tasty literature, attractive cards for his store walls, a salesman's manual, some retail ads. and electros, received notice that his name would be placed on the store window in beautiful white letters, and that the greatest newspaper campaign conducted by a single company in Canada would be swung in behind him.

All this FREE.

Next day the town paper came to hand, and behold Sam's name appeared at the bottom of a large advertisement as "Sole agent for Bissville."

On the Mend

The temperature did go up.

Mrs. Charlton dropped in on Saturday morning and said, "Mr. Wise, I have been approached to buy such and such a range, but I intend to see the McClary line advertised in my paper."

"That's right, madam, and if you will step back here I'll demonstrate one of these ranges to you."

Sam cut loose on his enthusiasm, quoted the facts he had read in his

How Sam Wise Sent the Sales Temperature Up

(Continued)

manual, and while he didn't land the order that Saturday he landed it another Saturday.

Then Sam's chief clerk told him how he had seen Cy. Grovenor on the street reading a letter from the "Famous" people telling him all about a base-burner, and that "Sam Wise was the man to buy from."

An Unfounded Fear

Sam's store was beginning to feel good and warm, and the sales book had rosy cheeks, when Mrs. Wise said, "I am afraid, Sam, we are going to receive a setback. The steel range peddlars are in the next town."

The words were scarcely out of her mouth when in dropped a letter from the "Famous" people, telling Mr. Wise the exact location of the peddlars.

Following this came a consignment of special steel range literature to be circulated in the territory.

That week's paper contained a special advertisement telling the people to buy from legitimate dealers, and Sam received a copy of a letter sent to the clerk of the municipality requesting an enforcement of the license law regarding peddlars.

A Profitable Vow

Then Sam figured out:

"These **McCLARY** people are big people. They have many acres of plant, branches in leading centres, a virtual population of their own at London, accurate manufacturing methods, and effective shipping facilities. Their reputation for unvarying quality, and their scientific advertising methods, **SELL THE GOODS FOR ME.** I wish I had come to them earlier in life. Then I would have had a good bank account by now. But you bet I am 'McClary' from this day out."

And his wife said "Amen."

You Learn This Alphabet in the School of Experience

A REA of factory space, more than sixteen acres.
B USINESS developed from coast to coast.
C AREFUL inspection of everything we make.
D ISTRIBUTING branch warehouses in seven leading cities of the Dominion.
E NERGY in every department.
F AMOUS - our trademark.
G ROWING larger every day.
H ONOR in each transaction.
I MPROVED methods of manufacture.
J USTLY styled a national enterprise.
K NOWLEDGE a permanent asset.
L ARGEST makers of stoves, furnaces and kitchenware in the British Empire.
M R. McCLARY, founder, president and our inspiration.
N UMEROUS testimonials concerning our goods.
O UR weekly pay sheet $15,000.
P OPULATION of factories and offices 1500.
Q UALITY the foundation stone.
R AILWAYS kept busy by our shipping departments.
S IXTY-ONE years' experience.
T RAVELLERS cover every city, town and hamlet
U NBLEMISHED; our record of over three score years.
V IRILE, modern and quick-moving we can readily execute all orders.
W HOLE-HEARTED spirit pervades our staff.
X CEL in chosen fields of industry.
Y OU have helped in the making of this business.
Z EALOUS in our aims to please the public.

McClary's

London **Toronto** **Montreal** **Winnipeg** **Vancouver**

St. John, N.B. **Hamilton** **Calgary**

Our Eavetroughs and Conductor Pipes are noted for their uniformity of make. There is never any time wasted in fitting them together on the job, and time is money.

We make round and square corrugated conductor pipe, elbows, cornices, crimped iron, skylights, ventilators, etc.

Corrugated Iron Roofing and Siding

STRAIGHT OR CURVED

Goods shipped the same day your order is received.

WHEELER & BAIN

The Quick Shippers - - TORONTO

"TELEPHONE CITY"

PATENT AIR-TIGHT TOP-DRAFT

STOVES

For Coal and Wood

Single and Double Heaters

with Ventilating Damper.

Two Series Five Sizes

J. B. TURNER'S PATENT No. 79,787

SIXTY SERIES FOR COAL.

talogue and prices for the asking.

Made only by

TELEPHONE CITY STOVES, Limited

BRANTFORD, Canada

Bone Cutters

This is a favorite size. We make other sizes, from

Small Hand

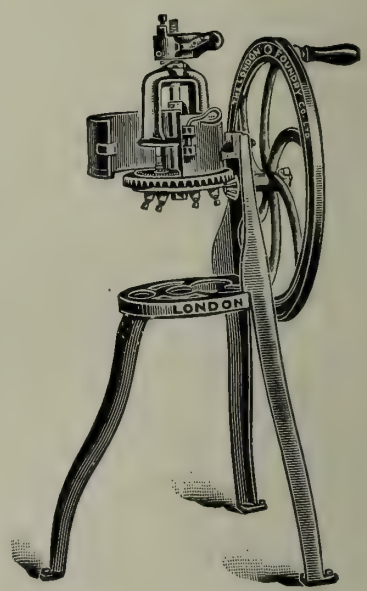
to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.

Send at once for catalogue and prices.



Manufactured by

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

A One Cent Post Card Will Bring You the Facts of this Advertisement

WRITE NOW

THE man who pins his faith to the

Gurney Oxford Line

This year, is on the high road to greater success.

We have originated a unique plan—entirely in the stove man's interests—those who have become acquainted with the details are enthusiastically in line. Everyone says, "Splendid idea"!

Send us a post card without delay – our traveller can also give you interesting facts—in any case—don't under any circumstance place your order until you know our proposition.

THE RIGHT GOODS AT THE RIGHT PRICE

THE

Gurney Foundry Co.

LIMITED

TORONTO HAMILTON MONTREAL EDMONTON CALGARY VANCOUVER

WHAT'S TALKED MOST ABOUT IS EASIEST TO SELL

GOOD CHEER

STOVES, RANGES AND FURNACES

A line of modern and artistic goods, second to none.

Nothing but the front rank in the Stove and Furnace business will satisfy us, and our catalogue will readily show that we have a good claim on that enviable position.

New and artistic lines, wide variety and assortment, and splendid values.

Write our nearest house or distributing agents.

The Jas. Stewart Mfg. Co.
LIMITED

WOODSTOCK, ONTARIO

Western Warehouse: 132 Portage Ave., Winnipeg, Man.

DISTRIBUTING AGENTS:

McLennan, McFeely & Co., Vancouver, B.C. Ross Bros., Limited, Edmonton, Alta.
Wood, Vallance Hardware Co., Nelson, B.C.

Five Thousand Tons of

Beams, Angles, Channels, Etc.

always in stock.

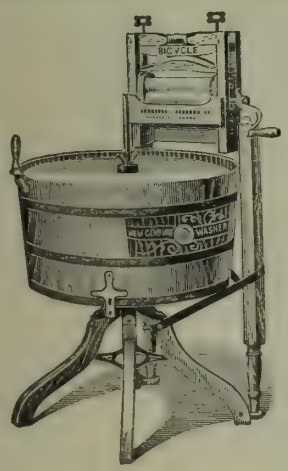
One of the leading advantages of placing your structural steel orders with us is because we are able to guarantee prompt deliveries.

Are you one of the hustlers who are making money selling our structural steel? Keep close to local builders and recommend structural steel. We will quote you very close prices and furnish you with any information you may need to help in closing business.

START HUSTLING RIGHT NOW.

Hamilton Bridge Works Co., Limited

HAMILTON, - - ONTARIO



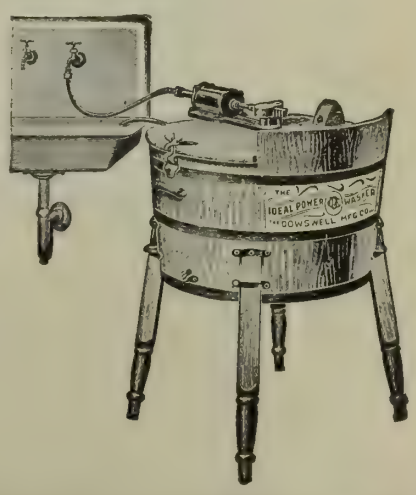
A Quartette of Quick Sellers

That embody the latest improvements in Home, Laundry and Dairy Helps.

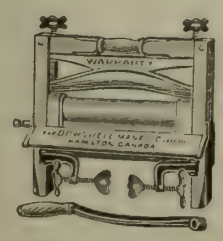
One Quality——————The Highest

a feature of each machine.

You will always find the latest labor saving ideas cleverly expressed in the DOWSWELL Products, whether they are for the heavy work of large institutions or the usual Household.



LOOK FOR OUR LABEL—IT'S YOUR SURETY



THE **Dowswell Mfg. Co., Ltd.**

Hamilton

Agents: W. L. Haldimand & Son, Montreal.
Harry F. Moulden, Winnipeg.

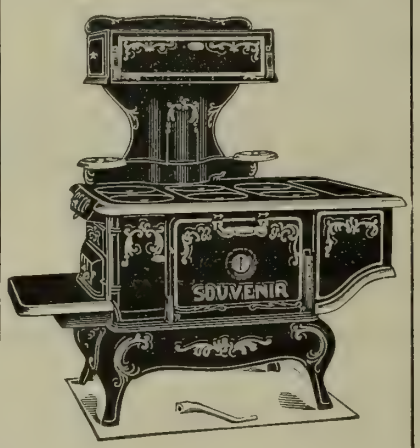
Drive Them Tandem

More Business
and
Better Business.

More Customers
and
Better Customers.

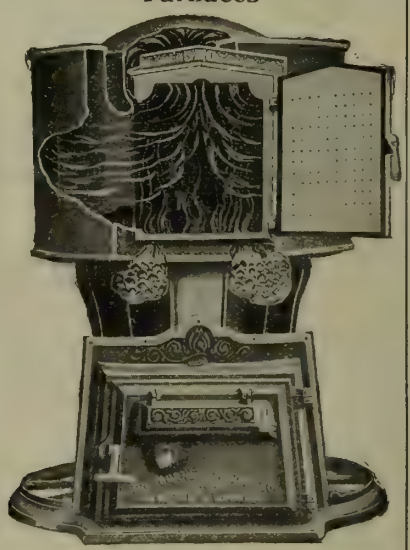
Souvenir

Stoves and Ranges



New Idea

Furnaces



Don't "fuss" with any line and every line. Get in touch with money-making methods.

Sell a line that bears an established name—a name that will help you sell the goods.

For 66 years we have made high-grade goods only. Thousands of satisfied users throughout Canada are daily wielding an influence in our behalf that is profitable to our agents.

Do you want to share in it? And sell goods more easily? And make more money?

We have some good territory open. Write us.

The Gurney, Tilden Company, Ltd.,

HAMILTON

Montreal **Winnipeg** **Vancouver**

FINEST FIRST and FINALLY IN EFFICIENCY ECONOMY DESIGN DURABILITY

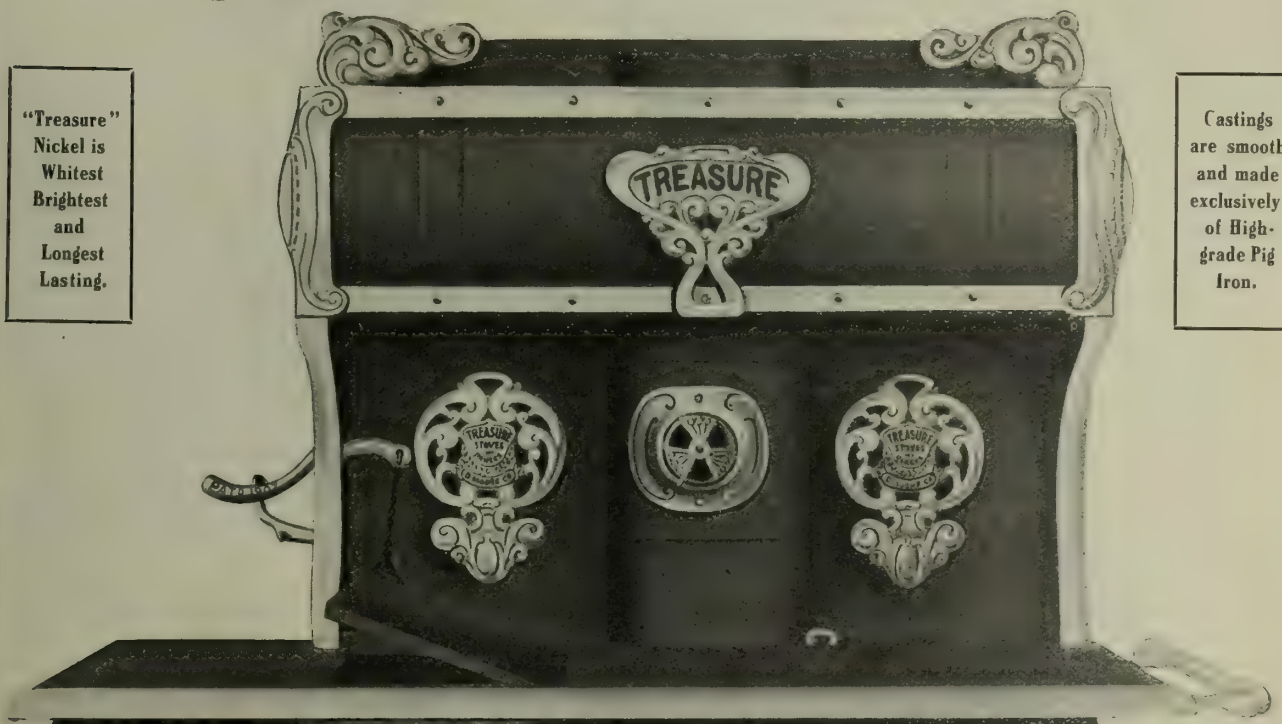
TREASURE Stoves and Ranges

(Whether Cast Iron or Steel)

ALWAYS PLEASE

"Treasure" Nickel is Whitest Brightest and Longest Lasting.

Castings are smooth and made exclusively of High-grade Pig Iron.



"Sovereign-Treasure" Steel Range.

SAMPLE ORDER SOLICITED. WHEN ONCE INTRODUCED WILL PROVE A BUSINESS BOOMER.

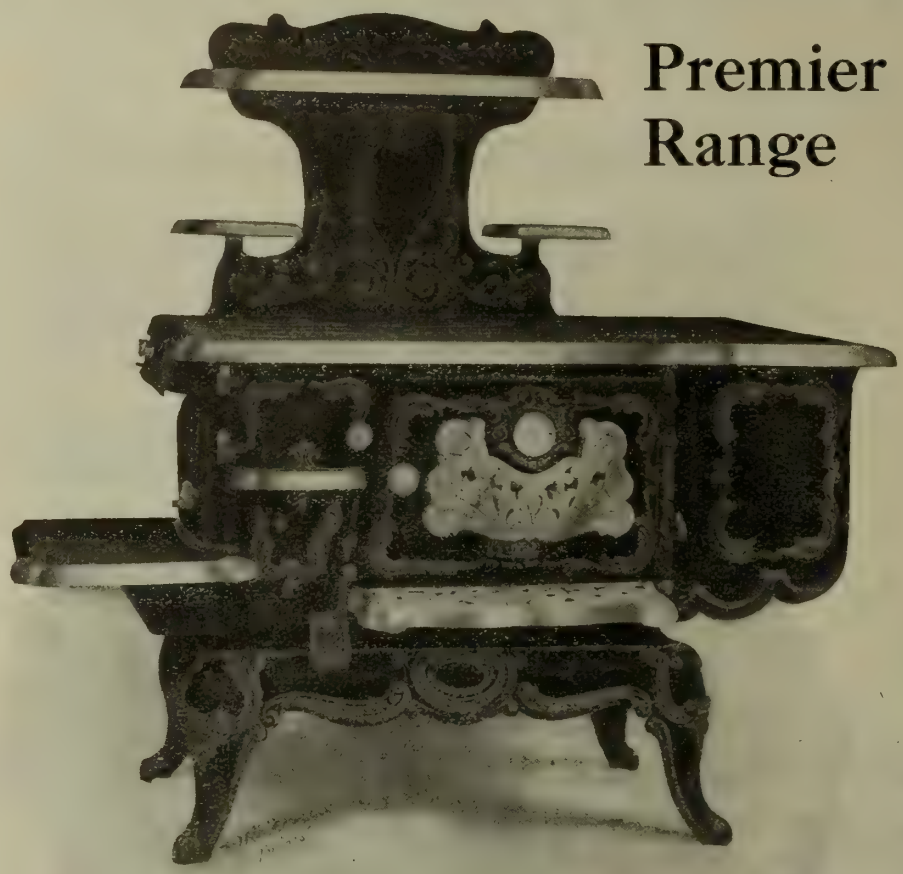
The D. MOORE COMPANY, Limited

HAMILTON, ONT.

Northwest distributors, MERRICK-ANDERSON Co., Winnipeg, Man.

British Columbia Distributor, JOHN BURNS, Vancouver, B.C.

THE STERLING



Premier Range

A Money Making Proposition for You

If you have a high grade Range fitted with Reservoir and High Shelf which you can sell for $35.00 and make as large a profit on it as on another Range which you must sell for $45.00, then you have a good proposition for yourself, and an exceptionally good one with which to meet any competition which you may have.

This is what we can offer you with the STERLING PREMIER Range.

We will guarantee it, so that you will be relieved from any risk.

We want you to have our catalogue and prices. Write for a copy illustrating our line of Ranges, Heaters, Furnaces, Etc.

The Down Draft Furnace Co., Limited

Galt Ontario Canada

EMPIRE STOVES & RANGES

SUNBEAM

The Sunbeam has features peculiar to itself. The oven door is balanced by a weight instead of the usual spring ; there is a check damper behind the ash-pan ; the front key-plate has special lifting device ; the direct draft damper is something quite new, and Copp's patent lower hot closet is a most valuable improvement.

The general appearance of the Sunbeam is most attractive—all ornamentation is of the new type.

Three sizes—16, 18, 20-inch ovens. All 13 inches high.

SILVER QUEEN

The Silver Queen is a very attractive Range and is up-to-date in every particular, and where large size is not required, will prove a rapid seller as well as a most desirable range.

It is also fitted when desired with Copp's Patent Hot Closet—this is a steel drawer directly below the flue. It very greatly aids sales, and is a good profit-maker.

Two sizes—16 and 18-inch ovens. 12 inches high.

W. J. COPP SON & CO.

Fort William, Ontario.

A Lantern With Merit

"BANNER" Lanterns are made of heavy IX Tin, throughout and well finished.

OIL WELL is extra large with double-seamed bottom, thus preventing liability of leaking.

FOOT is also seamed on which keeps bottom up sufficiently from ground to prevent it rusting out or the lantern upsetting if placed on rough gound.

LOCK. This is a patented automatic device which never fails to hold up the globe and is easily released. It also raises the globe high enough to permit removal of burner to trim or replace wick without taking off the globe.

GUARD is strong and substantial and constructed so as not to come in contact with the globe, thereby eliminating breakage.

EYELETS are made of brass and inserted to give a finish as well as strength to the opening where the bail enters.

FEEDER SCREW is extra large for refilling oil well. The burner opening should not be used for filling as it allows oil to lodge in the central draft chamber, thus attracting dust and interfering with brightness of the flame.

RUSTING. The hood, oil well, and upper globe retainer are seamless and drawn from heavy tin. This drawing process makes the surface susceptible to rust. We therefore sweat it over with pure tin to prevent rusting.

STRENGTH. The most exposed parts are embossed or corrugated to give them strength.

DRAFT. There is just the proper amount of draft with a perfect wind cut-off. No unnecessary openings to interfere with the draft or to become receptacles for dirt.

GUARANTEE. Every "Banner" Lantern is guaranteed wind-proof.

BANNER TRADE MARK

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

BANNER TRADE MARK

SUPERIORITY OF LAMP BURNERS

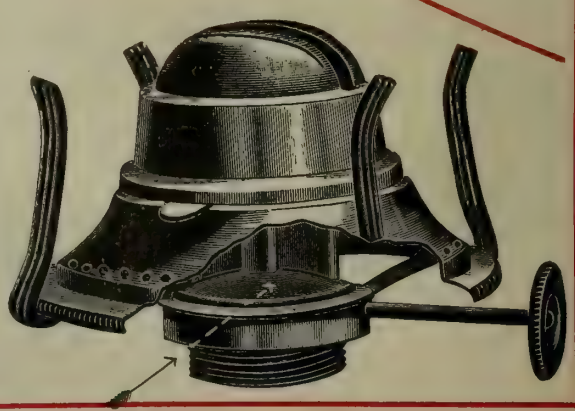
All our well known makes of Lamp Burners such as, "ONTARIO," "CANADA," "BANNER," "CLIMAX," "HICONE" "SECURITY," and "BING," have the screwpart covered over with a cap which prevents the accumulation of dust, charred wick and matches, dead insects, etc., thus becoming saturated with oil and liable to catch fire or clog the wheels.

GUARDS are strong and substantially put on. The lower ends are securely fastened to the body of burner and are also clamped on in such a way that they cannot pivot around as they would if only held by a rivet.

RATCHETS are forced onto the shaft so they cannot become loose and do not require soldering.

MATERIAL. We use the very best quality of brass obtainable and every burner is lacquered so as to retain the bright finish.

GUARANTEE. Every burner of our manufacture is fully guaranteed.



Talk About Steel Ranges

Have You Seen Our "MERIT"?

The Lowest Priced Range on the Market. Let us tell you about it.

There's money in it for you and lots of it. It sells on sight. Absolutely new.

Here is a Fine Seller Also!

It is a plain High Grade Range and will catch the eye of wealthy and particular people.

Every detail of finish and workmanship is the best available and is backed by our Guarantee.

Every one is positively a perfect baker.

When you think of heating problems think of us. We have a dainty book on heating systems that will solve all your heat difficulties. Let us tell you about our never failing Calorific Hot Air Furnace. It makes friends for the dealer and gives your store the name of head-quarters for heating.

WRITE NEAREST OFFICE

The Record Foundry & Machine Co., Limited

Factories: MONTREAL AND MONCTON, N.B.

Sales Branches at: Montreal, Toronto, Moncton, Calgary, Vancouver & St. Johns, Nfd.

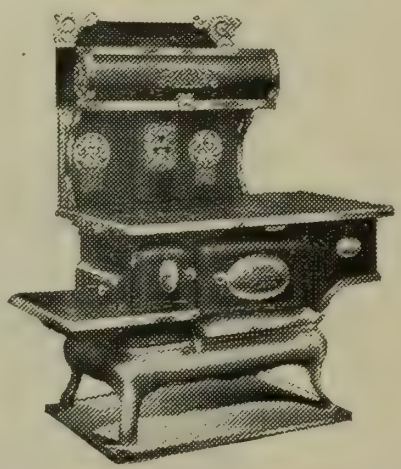
THE CANADIAN HEATING AND VENTILATING CO.

Our Three Leaders

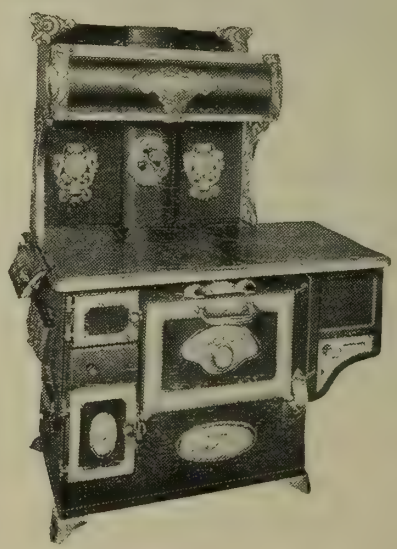
THE EMPIRE QUEEN

The Leading Cast Range.

Every up-to-date improvement. Every range guaranteed. Thermometer. Coal Grates on slide. Plain, smooth castings. Handsome nickel dress.



THE EMPIRE STEEL

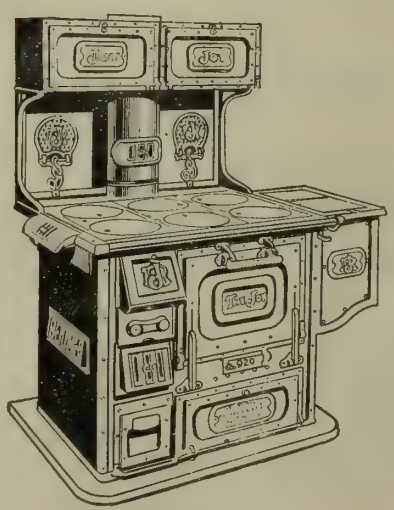


Two flues. Perfect fire box. Large Boiler door. Interchangable and quick heating Reservoir. Handsome nickel dress. Built to wear.

THE JOY MALLEABLE

The most perfect constructed malleable range made in Canada. Will not warp, crack or break. We are prepared to make prompt shipment of the following sizes:

No. 8, 18, Square and High Closet.
No. 8, 18 Reservoir and High Closet.
No. 9, 26 Square and High Closet.
No. 9, 26 Reservoir and Closet.



Western Agents:

Christie Bros. Co., Limited, Cor. Henry and Park Sts., Winnipeg, Man.

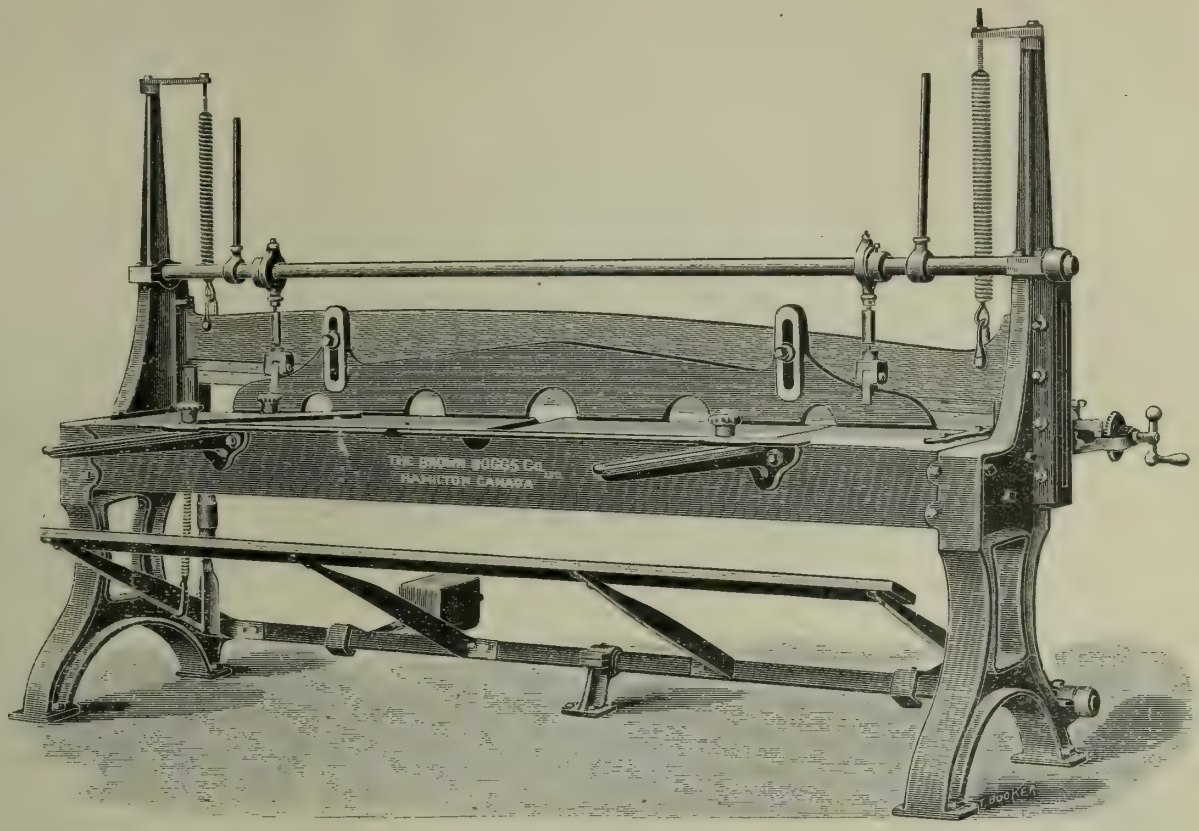
Aberctombie Hardware Co., Vancouver, B.C.

Stocks carried at

Toronto

Winnipeg

Vancouver



The Up-to-date Tinsmith

studies economy. That is the reason you will find him using a B. B. Co. 8 ft. ***square shears.*** You made ***money*** when you invested in the 8 ft. Brake, you can make ***more*** by using an 8 ft sq. Shears in conjunction. The cost is small in comparison with results. Write for price and particulars.

The Brown, Boggs Company, Ltd.

Hamilton **MANUFACTURERS** **Ontario**

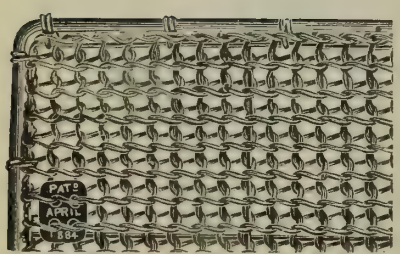
Tinsmiths' Tools **Presses and Dies** **Sheet Metal Tools**

The B. Greening Wire Co.

ESTABLISHED 1859 LIMITED

Head Office and Works:
HAMILTON, ONTARIO.

Eastern Depot,
442 St. Paul St.
MONTREAL, QUEBEC.

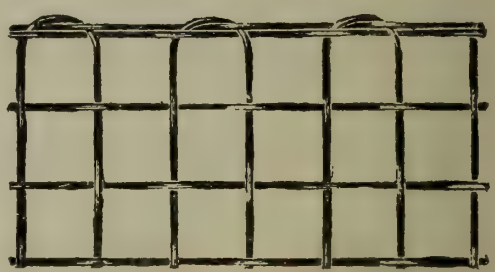


Steel Wire Door Mats

Most sanitary and durable mat on the market. Made either plain or lettered.

Wire Springs

for all purposes such as sofa, chair and car-seat manufacture. Made of the best Coppered Steel Wire.

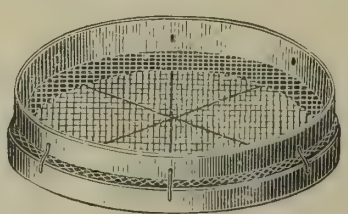


Wire Cloth

Copper, Brass, Steel and Galvanized. All meshes and strengths for all purposes.

Brown's Patent Steel Wire Chains.

Coil, tie-out, halter and dog chains, etc. Special chains, made to order.

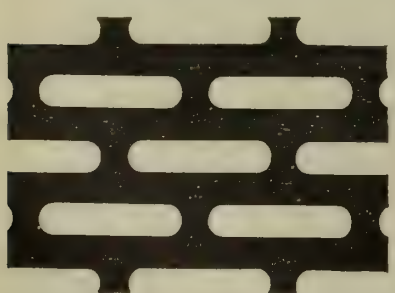


Foundry Supplies

Riddles, Steel Brushes, Bellows, Shovels, etc.

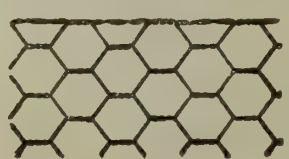
Greening's Patent Cattle Chains

and stall fixtures. Samples now ready for Fall trade.



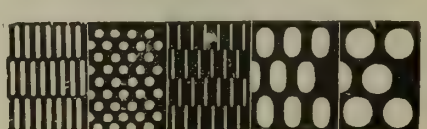
Bee Zinc

In sheets 36 x 96 inches.



Galvanized Netting

for all purposes. All meshes, widths and strengths in stock.



Perforated Sheet Metals

Zinc, Copper, Brass, Steel, Galvanized Iron. For all purposes.

WRITE FOR OUR COMPLETE CATALOGUE.

FULL PARTICULARS AND PRICES ON REQUEST.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Wanted in a Hurry

LEATHER BELTING is often wanted in a hurry and the enterprising Hardware Merchant who carries a small assorted stock ready for any emergency is going to get the business.

We can supply you with anything and everything in LEATHER BELTING at the shortest notice.

OUR

"CLIMAX"

BRAND

is the acme of perfection in belt making and our years of experience and high-class workmanship—in fact our whole reputation is behind it.

LET US KNOW YOUR WANTS

SADLER & HAWORTH

BRANCHES AT ST. JOHN, N. B. WINNIPEG CALGARY VANCOUVER.

TANNERS & MANUFACTURERS OF

OAK LEATHER BELTING

FACTORIES MONTREAL - TORONTO.

ESTABLISHED 1850.

JOHN HASSALL, INC.,

RIVETS,

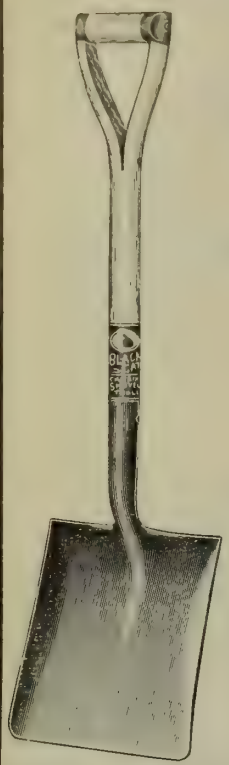
ESCUTCHEON PINS,

SPECIAL WIRE NAILS.

OFFICE, 183 LAFAYETTE ST., NEW YORK
WORKS, CLAY AND OAKLAND STS., BROOKLYN

IN ALL METALS.

These Labels Guarantee Hollow Back Socket Tools that Are the Best



High Grade Steel.

Best Ash Handles.

Perfection of Finish and Workmanship.

Write for New Catalogue.

4th GRADE

1st GRADE

Shovels

Spades

1st Grade List **$18.50**

4th Grade List **$11.00**

Scoops

1st Grade List **$16.80**

4th Grade List **$13.80**

Brooms

for use in

Factory,
Warehouse,
Railway,
Steamboat,
&c. &c. &c.

Our
Corn,
Cane,
Cable
Broom

is the **Best Yet!** Enquire about them.

The Boss Washing Machine

still leads the way. **12,000** gone out. More **to go.** Are you in it?

Walter Woods & Co.

Hamilton and Winnipeg

Canada Screw Co., Ltd.

HAMILTON

Manufacturers of

WOOD SCREWS *Iron, Brass and Bronze*

Machine Screws ***Stove Bolts***
Tire Bolts ***Sleigh Shoe Bolts***
Sink Bolts ***Special Bolts***
Rivets *In Iron, Copper and Brass* ***Stove Rods***

Bright Wire Goods

TACKS
WIRE NAILS
WIRE

Wire Spikes *Up to 12 inches long.*

Oiled and Annealed Wire
Small Bundles, Soft and Clean in 20 inch coils

Fence Staples

Wire Hoops *Electrically Welded*

Bright, Annealed and Tinned Fine Wires; Shoe Tacks, Shoe Nails, Shoe Rivets, etc.; Copper Nails, Barrel Nails, Basket Nalls, Starr's Corrugated Steel Fasteners.

WAREHOUSES

TORONTO MONTREAL

Some Strong Maxwell Sellers

On this page we are showing some of the "Maxwell" Hardware Specialties that have been making money for dealers throughout the country for many years. Some of them are recognized "best sellers" in their line.

On the opposite page are some of our newer goods which are bound, in time, to become as popular as the older ones.

Favorite Churn

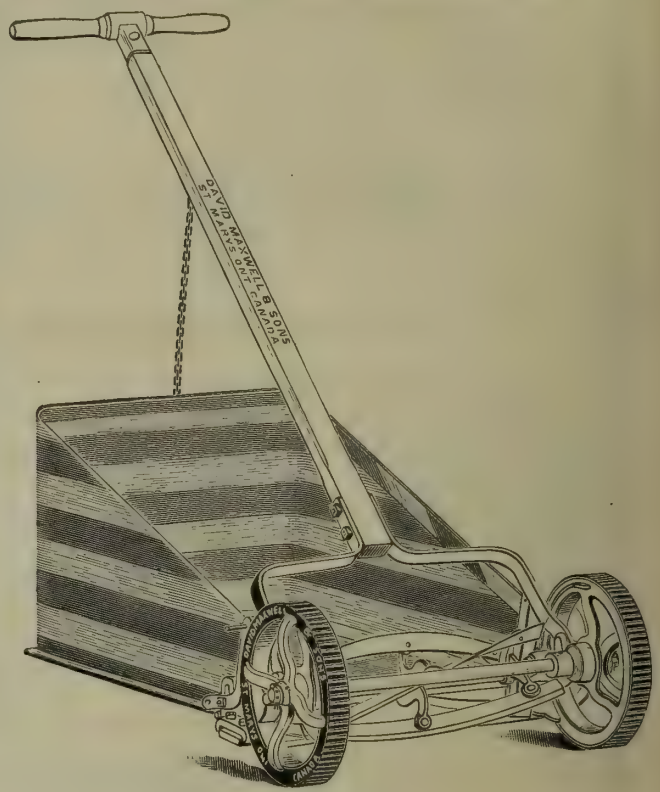
Favorite in fact as well as name, more "Favorites" being sold than all others combined. Made in eight different sizes, churning from ½ to 40 gallons. Improved foot and lever drive, roller bearings, bolted trunions, attachable links, superior finish.

Puritan Washer

Thousands have been sold within the last few years and the "Puritan" is now recognized as the leader in the trade.

Wheel Barrows

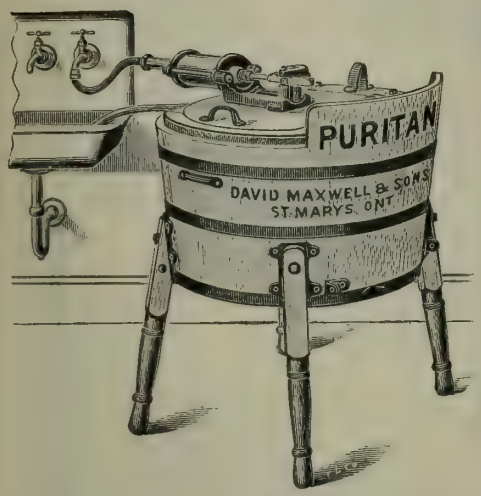
Made in nine different styles, from the strongest type of farm or general purpose Barrow to our latest new light Garden Barrow, and Steel Tray Mortar Barrow with Steel Wheels, Steel Legs, Steel Braces, etc. See Garden Barrow on opposite page.



Lawn Mowers

With or without Grass Catcher attachment, made in sizes from 8″ to 22″ in width, wheels from 8″ to 11½″ in height, three to six knives, suitable for all classes of customers.

Our New Hardware Specialties



Puritan Motor Washer

Amongst recent additions to our line of Hardware Specialties is our Puritan Motor Washer. The Puritan Motor is of the simplest internal construction, works under less water pressure and is less liable to go out of repair than any Motor heretofore constructed.

New Royal Mangle

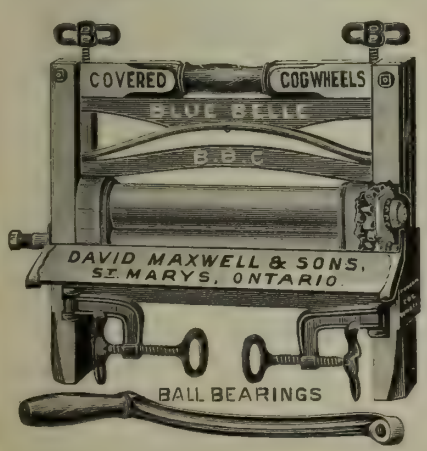
A new machine only recently placed on the market; up-to-date in every particular, quality and finish unsurpassed.

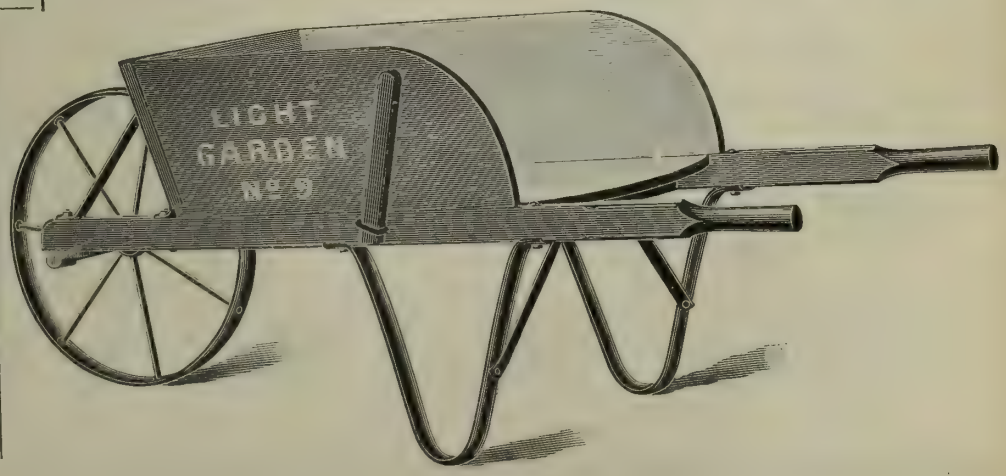
"Spotless" and "Blue Belle" Washers

Are of the rubber type of machines and are improvements in the lines of Washing Machines acting on the rubber principle.

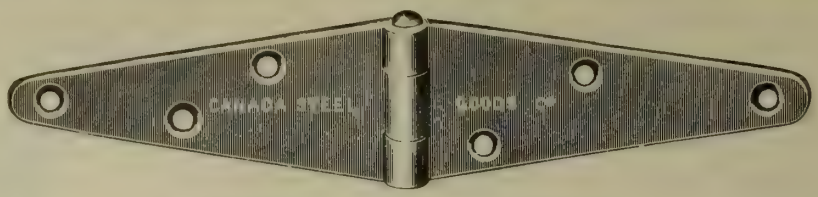
"Blue Belle" Wringer

Is a strictly high grade finished machine sold only with five year guaranteed rolls; superior in finish and having no equal either in Canadian or imported machines.





Crescent Brand
Registered



Canada Steel Goods Co., Ltd.

Hamilton, Ontario

Our Products

Butt Hinges, Strap and Tee Hinges, Hasps, Shelf Brackets, Gate Hooks, Wrought Staples, Foot Scrapers, Washers, Steel Whiffletrees, Neckyokes, Doubletrees, Latches, Barn Door Hangers, Parlor Door Hangers, Steel Rail, Mops, Trucks, Shovels, Stable Scapers, Sidewalk Scrapers, Harness Brackets, Coat and Hat Hooks, Sash Lifts, etc.

Every finish and style that the trade demands

We use only ***High Grade Steel*** that is rolled by experts, on modern machinery. The finish, thickness, and width is accurate.

We make for the trade who demand the best, and do not want the trade who put price before quality.

Our business is large, is growing larger. The demand isn't coming—its here—are you prepared to get your share ?

If your jobber won't supply you—we wil

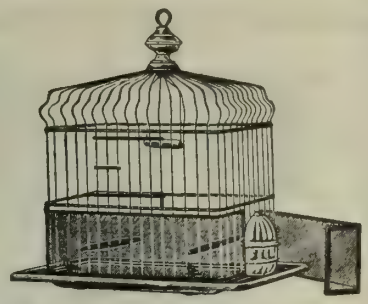
Canada Steel Goods Co., Ltd.

New Pattern Cold Blast

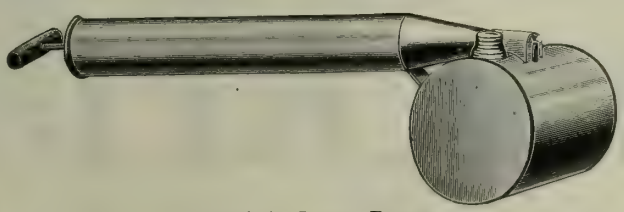
E. T. Wright & Co.

Hamilton, Canada

Manufacturers of Stamped, Pieced and Japanned Tinware; Cages, Lanterns, Mowing Machine Oilers, Asbestos Stove Mats, Ehles Lunch Boxes, Flue Stoppers, Eavetrough and Conductor Pipe, Conductor Elbows, Scheip's Patent Stove Pipe, Stove Pipe Elbows; Fry Pans, Victor Sifters, Carpet Beaters, Fire Shovels and Specialties for Kitchen and Household Use.



All styles in Brass and Japanned



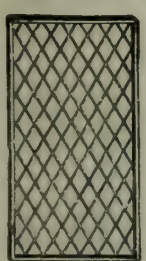
Wright's Spray Pump

Conductor Elbows Plain or Corrugated and in all angles

"Gypsy" Toaster

No. 1. Asbestos Stove Mats Heavy or Light
No. 2. With Wire Back
No. 3. With Sheet Iron Back

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,

HAMILTON, ONT.

We make jail cells and gratings of every description.

ACME FLEXIBLE STEEL MATS

MATS SPECIALLY MADE TO FIT ELEVATORS and ENTRANCES.

Prominent features of ACME MATS:

Manufactured of best strip steel, which insures strength and durability. Galvanized finish, which insures non-rustability and attractiveness. Flexibility, which insures convenience. Mesh of special design, which insures self-cleaning and a sanitary condition.

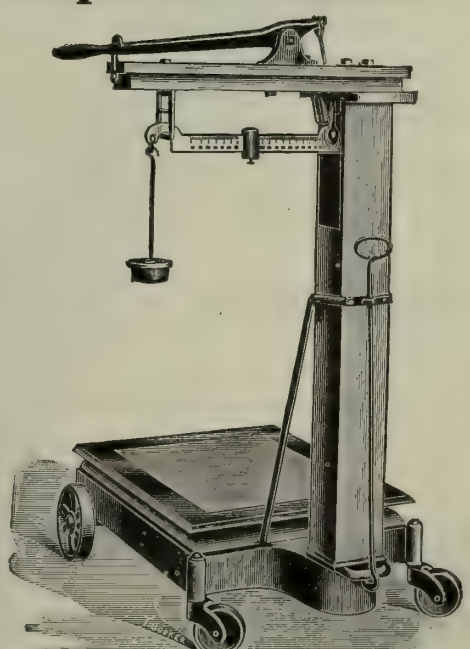
PAT. NOV. 3, 1903.

Manufactured by the

ACME STEEL GOODS CO., A good line for hardware jobbers and dealers

CHICAGO—2834-40 Archer Ave. NEW YORK—28 Elm Street.

Imperial Standard Scales



Every Scale User Knows

that a Portable Platform Scale with two pairs of ordinary straight wheels is most awkward and hard to turn, the clumsiest machine ever invented.

Our Patent

SAVE LABOR IN TURNING AND SAVE STRAINING THE SCALE. **Swivel Wheels**

NO EXTRA CHARGE FOR THIS EQUIPMENT.

For prices and details write the makers

The BURROW, STEWART & MILNE CO., Limited

Established 45 years. HAMILTON.

THROW A SPRAT TO CATCH A MACKEREL

You can't fish without good bait.

It's not the cost of the bait, but the knowledge of just what bait to use to catch the kind of fish you are after.

A want ad. in HARDWARE AND METAL is the right kind of bait to use when you have any proposition of interest to Hardware, Stove and Tinware dealers, clerks or travellers.

The cost of advertisement will be very small compared with the results you will secure. 25c. or 50c. per insertion will pay for a want ad. which may prove worth dollars to you.

Every day you delay you are handicapping your business.

If it is a set of tinner's tools you have to sell, why not get them out of the way and get the money for them which you can use in your business?

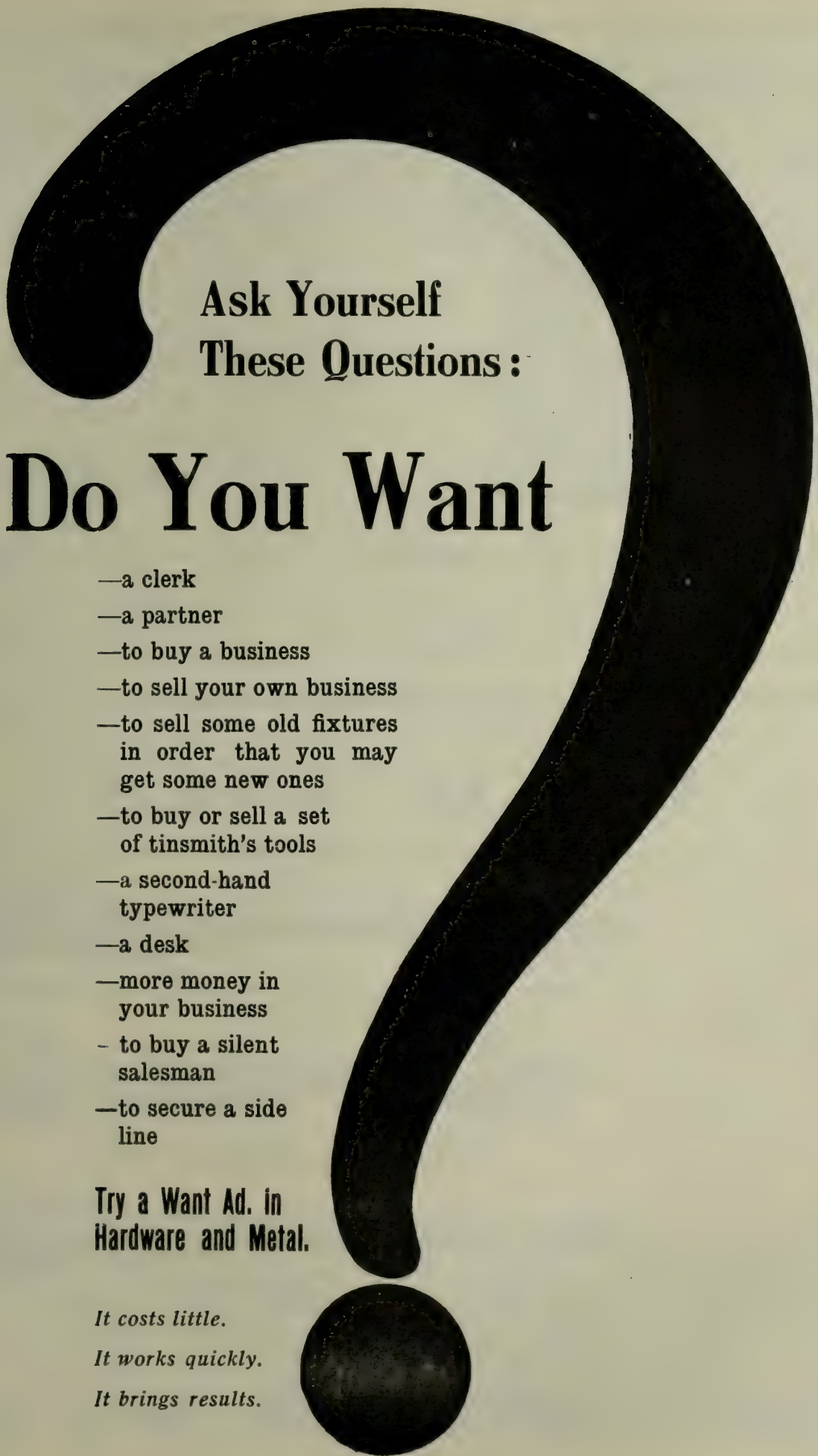
If you want to sell your business, let the men know about it who would be interested in buying it, and you will realize a higher price than if you only negotiate with two or three people.

If your proposition has anything to do with the hardware trade, try a Want Ad. in HARDWARE AND METAL. Address our nearest office.

HARDWARE AND METAL

MONTREAL: 232 McGill Street TORONTO: 10 Front St. East

WINNIPEG: 511 Union Bank Building



Ask Yourself These Questions:

Do You Want

—a clerk

—a partner

—to buy a business

—to sell your own business

—to sell some old fixtures in order that you may get some new ones

—to buy or sell a set of tinsmith's tools

—a second-hand typewriter

—a desk

—more money in your business

– to buy a silent salesman

—to secure a side line

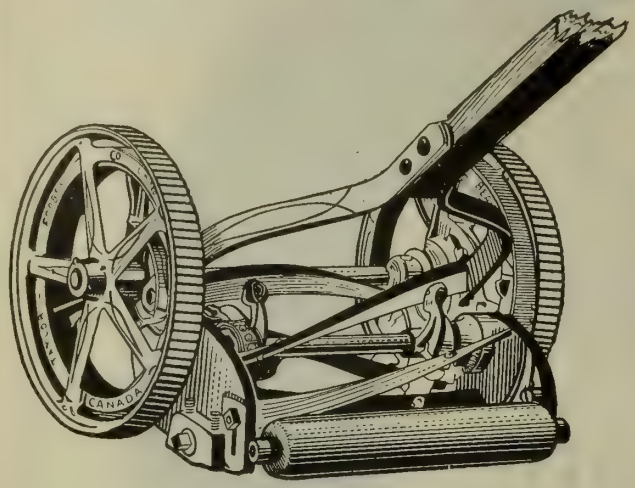
Try a Want Ad. in Hardware and Metal.

It costs little.

It works quickly.

It brings results.

We Could Not Improve the Mower So we Improved the Painting



—They are beauties—"The Woodyatt" and "Empress" are mechanically perfect. We could not add to the quality or the features of their construction even if we put a dollar a-piece more on the labor on each mower. This season however they appear in the very finest tints of paints attainable and are attractively decorated.

Write for our Catalogue

Taylor-Forbes Co., Limited

Largest Manufacturers of Lawn Mowers in Canada

HEAD OFFICE AND WORKS

Guelph - Ontario

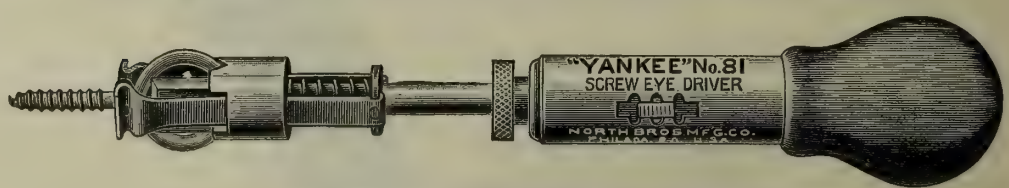
TAYLOR-FORBES CO. Limited, 122 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers' Building, WINNIPEG

"YANKEE TOOLS"

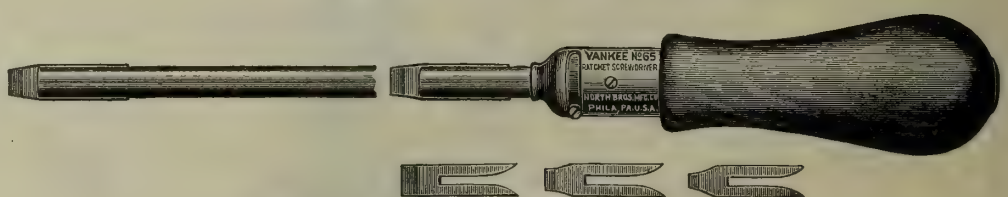
SOME NEW STYLES—HAVE YOU SEEN THEM?

are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE

"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.



"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.

The STEWART No. 1

It's the Greatest Horse-Clipping Machine on Earth. If other manufacturers do steal the patent they don't know how to operate it.

It takes something more than just copying the shape of the machine to duplicate the qualities of the Stewart. It takes more than pilfering the patent. It requires the knowledge of the manufacturing process—"the know-how" and experience. It requires **good** materials—better than competitors are using. Above all, it requires knowledge of the manufacturing process—the knowledge that only ourselves possess.

Our 25-Year Guarantee Helps Hardware Dealers Sell More Stewarts.

The Stewart No. 1 represents the embodiment of all that's good in horse-clipping machine construction. No other is so compact, no other runs as easily or is as simple to operate. No other can possibly have the wonderful durability of the Stewart.

So thorough is it in construction that we know it will last a lifetime. But to be absolutely definite we give a 25-year with each machine. We insure the user against having to spend a penny in repairs for a quarter of a century. Every machine sold in 1909 is a safe proposition until 1934. The purchaser and dealers do not need to take any risk.

The gears of the Stewart are made from cut steel made file hard. To further insure freedom from breakdowns we enclose gears, and other working parts, in an oil bath which reduces friction and wear. We furnish, with each machine, a good supply of highest grade flexible shaft and equip it with the world-famed Stewart one-nut tension clipping knife.

We want to explain our proposition to Dealers.

We ask the discriminating dealer to write for particulars of our proposition which increases the sale of Stewart Horse Clipping Machines through hardwaremen.

We appeal to their common sense to sell the **best** machine—the most reliable machine—the machine that purchasers will tell their neighbors about.

Every horse owner in Canada has been told to buy a Stewart from his local dealer. To help you make the sale we are prepared to supply you with individual advertising and complete advertising literature. Please write at once and get acquainted.

Chicago Flexible Shaft Company,

250 La Salle Ave. **CHICAGO**

The Machine for Hardware Dealers

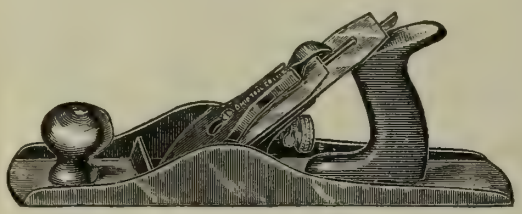
THE MARK OF QUALITY

Registered U. S. Patent Office

"OHIO" TOOLS

The World's Best

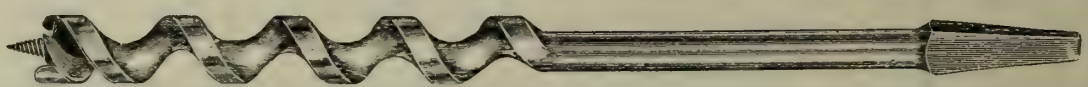
Under this brand, which is a guarantee of highest quality, we manufacture a large line of Planes (both Adjustable and ordinary Wood), Chisels, Gouges, Drawing Knives, Auger Bits, Spoke-Shaves, Bench and Hand Screws, Cabinet Makers' and Manual Training Benches, etc. We use in "Ohio" Edge Tools a high grade of steel, carefully treated and tempered. Every one of our tools is covered by a liberal guarantee, and the Hardware Merchant need have no hesitation in offering them to his most particular trade and standing back of them.



Our reputation and 86 years' experience in tool-making back of every "Ohio" Tool.

Our new Catalogue No. H-23 just out; write for one.

Ohio Tool Company, - Columbus, Ohio



We Will Have

Something Special to Say to the Dealers

Next Month About

Cow Ties

It will be of Interest to Everyone who Carries CHAINS

Oneida Community, Ltd., Niagara Falls, Ontario

Established 1869
40 Years 1909

Largest Planing Mills and Novelty Plant in Canada

Always busy because our motto has ever been

QUALITY at reasonable prices

Our **Knoll Double Action Washing Machine** is still the king of washday. Over 150,000 in use, and the number increasing rapidly. Price only $4.00 each. Just drop us a card and we will give you all information.

The best general purpose **Wheelbarrow** made is also one of our specialties, only $2.75 each. Ask for illustration.

We also make **Bread Boards, Pastry Boards, Clothes Bars** and **Shoo Fly Rockers.**

Mail orders always receive our special attention.

The Schultz Bros. Co., Limited

Brantford, Canada

We Create Sales for Canadian Dealers

for Wheeling Sheet Metal Products

And Here's the Way We Do It:

——Direct Advertising to contractors and consumers.
——Store Advertising for Hardware Dealers.
——Effective "trade-bringing" window displays.
——Co-operation of our selling force with dealers.
——The best line of High Quality goods in the world, *at reasonable prices.*

Our line is extensive and varied. At our great mills we have every facility for manufacturing QUALITY goods AT PRICES TO SUIT THE BUYER AND DEALER. We offer special inducements on Galvanized Roofing and Roofing Supplies, Ceilings and Galvanized ware.

Wheeling Old Style Roofing Plates

Stamped with our trade mark.

Wheeling Old Style Roofing Plates is the best selling proposition being offered to the trade. These are made, in various sizes and weights, by the OLD METHOD PALM OIL PROCESS, a special process which we found insured the maximum of durability. Each sheet of this roofing is stamped with our own brand and weight of coating, resquared, inspected and packed. This product is positively unexcelled by any on earth.

Wheeling Metal Shingles

Wheeling Metal Shingles are good sellers, and pay a good profit. They are ornamental, fireproof, weatherproof, inexpensive and are rapidly replacing other methods of roofing. Write us about these.

Encaustic Enameled Metal Ceilings

This is positively unique for durability, appearance and ease of erection. By a special process the colors are burned on and the sheet enameled both sides. This renders it practically indestructible and gives ceilings a porcelain-like surface. This appearance lasts indefinitely. We are the largest manufacturers of metal ceilings on earth and will co-operate with hardware men on the selling of this product.

Conductor Pipe and Eave Trough

Wheeling Conductor Pipe in one piece without cross seams—all in ten foot lengths. We can furnish it both round and square when desired. We supply this pipe of Galvanized Steel, Galvanized Charcoal Iron, IX Terne, Old Style Terne, and Cold Rolled Copper.
Wheeling Eaves Trough is made of practically the same materials as our conductor pipe and is supplied with either single or double bead. We make it in ten-foot lengths without cross seams.

Galvanized Ware

Attention of hardware dealers is called to this line of Galvanized ware; comprising water pails, wash tubs, garbage cans, oil cans, coal hods, etc. These articles are made in various styles and at various prices. We have something special to offer hardware dealers in the way of prices and discounts.

Special inducements are offered to manufacturers' agents in all distributing points throughout Canada

WHEELING CORRUGATING CO., Chicago, Ill.

About Our Paper and Its Staff

The four chief outposts of Hardware and Metal are London, Eng., New York, Chicago and Winnipeg, with lesser links in the chain including Manchester, Eng., Paris, France, Zurich, Switzerland, and Vancouver, B. C. All of these are manned by qualified business representatives reporting regularly to the Montreal and Toronto offices, to which are also attached a corps of correspondents located, amongst other places, at Halifax, St. John, Ottawa, Kingston, Peterboro, Hamilton, London, Fort William, Brandon, Regina, Saskatoon, Edmonton, Calgary and Victoria, as well as a staff of twenty subscription agents, each in charge of a district which he thoroughly canvasses for Hardware and Metal.

There is that about the word "outpost" which makes its application very appropriate. It not only suggests activity on territory occupied, but, also, a keen eye on perspective. That thought ought to merit some reflection on the part of readers and advertisers in Hardware and Metal, since the most satisfactory service in their interests is the objective point. "Good enough" is not, from Hardware and Metal's point of view, good enough for them. Greatest efficiency depends among other things, upon able representation in the most important centres.

Hardwaremen need never go a-begging for information or a handshake in any city where Hardware and Metal has a representative, as a visit to our offices, no matter how brief, from manufacturers, merchants, buyers or salesmen will always be regarded with the greatest pleasure.

J. M. McKim, chief of the London office, and European manager, is a Toronto man. Fifteen years ago he joined the staff of the MacLean Publishing Co. He was assigned to the London office eight years ago, and has been successful in that important field.

R. B. Huestis, who took charge of our New York office two years ago, was with the wholesale firm of A. B. Book & Co., Halifax, N.S., for eight years, subsequently covering Canada from ocean to ocean as the representative of a banking institution.

J. P. Sharpe, of the Chicago office, studied law for two years in Manitoba University. Taking up general brokerage, he identified himself for seven years with the bus'ness activities of the West, and about a year ago became the Chicago representative of the MacLean Publishing Co.

A thorough training in mercantile methods through his connection with a general store in Western Ontario was the initial stage of the business equipment of F. R. Munro, of the Winnipeg office. In 1903 he graduated from Toronto University, and for fifteen months was engaged first in editorial work, and later on advertising on Hardware and Metal at the Montreal office. In 1904 he took charge of the Winnipeg office.

Editorially, Hardware and Metal has been strengthened by the addition of men who are specialists in their respective lines and it is planned to add many new features to the paper as opportunity offers. Several commendations have been received from subscribers who appreciate the Retail Association page, the British Letter, and the Tinshop Pattern department, while the number of subscribers who are sending inquiries to be answered in the "Letter Box", is steadily increasing. The "Letter Box", in fact, bids fair to rival the "Want ad" page in popularity.

Suggestions from readers as to how Hardware and Metal can be made more serviceable to the trade will always be welcomed by the publishers.

This Year's Cover.

A distinct departure has been made in the cover design adopted for this year's Spring Number. Our artist has, we believe, engraved a picture unique in the history of trade newspaperdom. There may be some minor points which are criticizable but taking the design as a whole it is suggestive of the most modern ideas in retail hardware store salesmanship and display. Our cover designs, in previous years, have been designed to illustrate some feature process in the foundry end of the trade and having made such a wide departure from precedent, the editor would appreciate an expression of opinion regarding this and other features of this Spring Number.

J. M. McKIM

Chief of the London, Eng., Office, 88 Fleet St., E.C.

R. B. HUESTIS

New York Office, 622-4 Tribune Building.

J. P. SHARPE

Chicago Office, 933-5 Monadnock Building.

F. R. MUNRO

Winnipeg Office, 511 Union Bank Building.

What Subscribers Say.

"We would not be without Hardware and Metal for $100 per year if we could not duplicate it. Your paper is worth that sum to any hardware merchant."—Bond Hardware Company, Guelph.

"No hardware clerk should be without Hardware and Metal."—G. A. J. Hendry, Russell, Man.

"Your articles on window dressing are very much in place and the effect is noticeable in a good many stores that have been sloppy heretofore."—R. Bremner, London salesman, Canada Paint Company.

HARDWARE AND METAL

Established - - - - 1868

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses:
Canada: Macpubco, Toronto.
England: Atabek, London, Eng.

OFFICES:
MONTREAL - - - - - - - 232 McGill Street Telephone Main 125
TORONTO - - - - - - - 10 Front Street East Telephone Main 7324
WINNIPEG - - - - - 511 Union Bank Building Telephone 3726
LONDON, ENG. - - - - - - 88 Fleet Street, E.C. J. Meredith McKim Telephone, Central 12960

BRANCHES:
CHICAGO, ILL. - - - - - - - J. P. Sharpe 933-935 Monadnock Block
NEW YORK - - R. B. Huestis, 622-624 Tribune Bldg. Telephone 3571 Beekman
VANCOUVER, B.C. - - - - - - R. B. Bennett
PARIS, FRANCE - Agence Havas, 8 Place de la Bourse
ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

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TRADE PAPER'S DUTY TO READERS.

Some one has said that the trade paper holds a brief for its readers and is published in their interests. That as the Paint, Oil and Drug Review points out, is the difference between the trade paper and the house organ—the latter holds a brief for the house that prints it. Publishing a trade paper looks like a simple matter, but it is not as easy as it looks. Anybody with a font of type and a printing press can print a paper, dedicate it to the trade and thus become a publisher, but he will still be a long way from success. Nothing but the work of years will put his publication in a position where he can say of it, this is the representative journal of the trade. It takes more than printer's ink to make a trade paper.

The first duty of a trade paper is to its readers—to the trade which it represents. Why? Because the readers pay all the bills. They pay as subscriptions about the actual cost of the white paper, but they also pay all the cost of the advertisements and more, for no advertiser can continue in business unless he makes a profit on his advertising. The readers of the trade paper, therefore, support not only the paper but, in a sense, its advertisers as well.

The trade paper which best serves its readers is the best medium for advertising, for the very reasons above stated; and, indirectly, the buyer profits also, for through the columns of the trade paper he learns where he can buy the best goods for the least money. The largest manufacturers are the most persistent advertisers. Their goods are the best for the money because they can be produced cheaper in large quantities, and are of the best quality because it does not pay to advertise inferior goods, only the best commanding a steady sale. Thus both advertiser and subscriber profit by the trade paper, which puts them into communication with one another, to their mutual advantage.

SUCCESS DEPENDS ON PATIENCE.

The hasty man seldom wins. He sets a fast pace at the start but he usually lacks the stamina to last until the finish.

This applies to business as much as to athletics.

How often we hear of men failing to make a success of a new department they have established in connection with their business. They bought a stock or hired a man to look after the work. They put a small announcement in the local paper and then because a good trade did not develop at once they concluded that the department was not a success and closed it up.

Patience and stamina are required if the merchant is to succeed. A demand for a new article or a new department must be created, must be built up by steady plodding.

An excellent example of how an Ontario hardware merchant created and made a success of a farm implement department in connection with his business is given in an article in this issue. An increasing number of hardware merchants are adding an implement department and putting a man on the road to canvass for roofing, stove, implement and general business and a careful reading of the article will repay any merchant.

STUDY THE FARMERS' INTERESTS

One of the points emphasized at the banquet tendered the members of the Ontario Retail Hardware Association at Hamilton was the wisdom of hardwaremen helping in any movement to improve the conditions under which the farmers in their neighborhoods live.

Reference was made by several speakers to the good work done by farm instructors in the counties where they have been placed by the Ontario Government. By helping the farmers to adopt scientific methods in cultivating their land and by encouraging good road and rural telephone movements, merchants in country towns and villages are assisting themselves as much as the farmers.

Develop a farm community, prosperous and contented, with good roads to use when they want to visit town, or phone lines to use in cases of immediate need or when weather conditions are unfavorable and co-operative stores or mail order houses will find it difficult to undermine the merchants whom the farmers have reason to recognize as their friends and co-workers.

Too many hardwaremen allow their sun to rise and set on the four walls of their store buildings. An increasing number, however, thanks to the lessons learned by attending the Retail Hardware Association conventions, are broadening out into more useful and enlightened citizens. They are learning the value of co-operating with others in their own line of trade and it is but a short step farther to a realization of the advantages of being recognized as public spirited citizens interested in every movement to help build up the community.

When a farm excursion is run to Guelph to look over the Model Farm, when a good roads movement is proposed, when a rural telephone line is promoted, when a new market, a live stock or an agricultural show is suggested the far-seeing hardwareman will not be hanging on behind the movement with a grudgingly given contribution, but rather will he be found on

the train to Guelph making friends with the farmers or in the centre of the progressive movement wherever that centre may happen to be.

THE VALUE OF ENTHUSIASM.

If there is any one quality we need in order to sustain ourselves at the top notch of business efficiency, it is enthusiasm.

You may know your business thoroughly, you may have everything your own way, but if you lack enthusiasm you lask the one thing that makes for progress.

Enthusiasm keeps a man plugging away at his job when others would quit. It keeps him going at full speed when croakers say that he hasn't a ghost of a chance to make good. It turns defeat into victory when the battle has gone against you. Enthusiasm characterizes the man who never knows when he is licked.

Keep at it, and don't get discouraged. Nothing worth while in this world comes easy, but enthusiasm will land you where you want to be, if you keep hammering away until you get what you want.

COLLECT ACCOUNTS PROMPTLY.

With the spring season close upon him, the retail merchant should make a strong effort to get in his back accounts. The real interests of his business demand such a course. To take full advantage of his coming trade opportunities the dealer wants to concentrate all his energies on his selling force. There should be no extraneous worry to distract his attention. It is therefore essential that all outstanding accounts should be cleared up, so that he can feel satisfied that this part of his business is in good shape.

The merchant should remember that he is not in business to lend money without interest, and yet that is what he is doing in the case of outstanding accounts. The money is owing and should be paid, but unless the merchant goes after it with determination it certainly will not in the majority of cases be paid. The longer an account is allowed to run on, the more reluctant a debtor is to pay it.

The merchant should have no hesitation in pressing for what is his own. There is little fear of offending a customer who intends to pay, and the man who kicks at a just reminder is the man whose trade is not worth having at any time because he probably never meant to pay if he could avoid doing so. A merchant very often forgets that the success of his business depends not upon the amount of trade done, but upon the profits, the profits in turn depend upon the prompt rendering and prompt settlement of accounts, and there the great secret lies. A merchant should also remember that other merchants are pressing for their accounts and getting paid, and why should he loan his money longer than the other men. If the consumer does not pay his bills, the money will probably go into mining stocks, which now are being speculated in so freely all over the country. What chance will the merchant have of getting his over due money when the consumer finds that he has been bitten by a wild cat mining proposition.

Outstanding accounts should be gone after with determination, and at once, and the merchant should not only do this, but he should make the resolution that in future he would collect his bills promptly every month. Paradoxical as it may seem, the customer in the end is grateful to the merchant who presses for his accounts, for it brings the former to realize the extent of his obligations, makes him more careful in future, while the receipted bill gives him feelings of thankfulness that the account has been paid. In turn the manufacturer and the jobber should be equally insistent. In is only business, it is only just, that prompt payments should obtain from the manufacturer down to the consumer. And in the determined carrying out of this rule, nobody will get hurt in the process, while greater trade prosperity will be assured.

THE ASSOCIATION WAY.

The wise and prudent dealer will interpret the "signs of the times" and adjust his business to the new conditions. This is being gradually done, some localities making better progress than others. Some must hustle or the real enemy will capture the local trade, which means ruin and defeat. To fight successfully we must first recognize the true enemy, and then plan and carry out a winning campaign.

In a town are two hardware firms. There is plenty of trade in the community to support both and it is foolish to believe that either can drive his competitor out of business or sell all the goods that are needed. Yet this is exactly what dealers are trying to do in many of our smaller towns. While this bitter local fight is going on, the real enemy, the catalogue house, is, almost unnoticed and unopposed, stealing a large portion of the most desirable and profitable trade of the community.

No one is to blame but the dealers themselves, and they can never stop foreign encroachment on their trade until some sensible, practical, friendly alliance is arranged for mutual defence and protection. It is a mistake to blame the farmer for buying of catalogue houses. They are sensible men and will buy at home if you show them in the right way that, all things considered, you can serve them equally as well. It is a mistake to fight your neighbor with cut prices and shut your eyes to the catalogue quotations. You always have a chance at orders filled in your own town, but when they go to Toronto or Winnipeg the business is worse than lost.

The "association way," as the National Harware Bulletin says, is to get together ; to harmonize and adjust local differences ; to rise above petty jealousies and trickery ; to work for the general progress and prosperity of all instead of crawling into your business shell and wasting your energy in snarling and snapping at every person who happens to handle the same class of merchandise.

The association spirit is sensible and it's right. You know it, but do you practise it ? That is the question. If there is a Retail Hardware Association in your province your place is on the inside. If an association has not yet been formed you will show wisdom by helping to organize one.

TRIMMING A PRICE CUTTER.

A year ago when competition was quite stiff for a certain line of goods one manufacturing concern quoted a price of $1 a dozen on an article, a competitor going him a shade better by quoting 90c per dozen. An astute buyer used the second quotation to get the first company down to 85 cents, then getting a bid at 80 and finally placing the order with the first company on a 75 cent basis, the manufacturers soon finding that they were losing 15 cents a dozen, notwithstanding they could produce goods cheaper than their competitors.

When the year was nearly over the same buyer notified the salesman that they would soon be in the market for the year's requirements. The salesman went up and asked how many dozen they wanted, but before giving the figure the buyer said he would have to bid lower than last year. The increase would be several thousand dozen. The salesman replied : "We will quote you 65 cents per dozen, but you must sign a note right now that we won't get the order." It was simply a bid to get their competitors to fall into the trap which they did.

Now when the salesman for the first company gets an inquiry for cheap goods along that line he refers them cheerfully to the competing concern, knowing they are making the goods at a loss, and it is only a question of time before they must go out of business

The Business Outlook in the West

Not since the splendid business years of 1905 and 1906 has the hardware trade in the West experienced such activity as at the present time nor has the outlook been so bright for large increases. After a breathing spell of about eighteen months, during which trade was slack and money hard to collect, the West is once more in good financial shape: and perhaps the most profitable field in Canada in which to push the sale of hardware this year. Advance orders booked by wholesale and manufacturing houses thus early in the year are greatly in excess of orders booked in the corresponding months of any previous year, and the most conservative judges in the hardware business, the pessimists who are never inclined to expect prosperity, are of the opinion that the year 1909 will prove the biggest and most profitable year in the history of the hardware trade of Western Canada.

For that belief there is very good reason. During 1908 every hardwareman bought sparingly. A partial crop failure in 1907, the collapse of the real estate boom and a combination of other circumstances had brought about a state of affairs that was the opposite of rosy. Business was slack and there was little money in the country. The manufacturing and wholesale houses were not pushing for business in the West, under the circumstances they did not want it. As a result the wholesale hardware sales in the West suffered a big decline in 1908, as compared with previous years, and the stocks carried by retailers were less on December 31, 1908, than at the close of any other year in the last decade.

Market Big, Stocks Light.

In the meantime the most profitable crop in the history of the country had been harvested, threshed and partly marketed. The farmer had money at the close of the year more than sufficient in most cases to pay his debts—the farmers in the older districts have a good cash surplus and many wants to be supplied. The hardware retailer thus has a big market to supply and the goods must be bought this spring, as his shelves were almost empty at the close of the year.

Immigration declined during 1908 because it was well known that business conditions were not satisfactory and because the small crop of 1907 was not a good advertisement of the opportunities in the West. There is, however, every reason to believe that the present year will see a large addition to the producing population of the prairie provinces. The first arrivals are already in the country and the railway and steamship companies are preparing for a larger traffic than in any previous year. These new settlers are so many new customers to be supplied with goods and they add to the value of the western market.

New Towns on the Map.

Railway extensions are planned on a large scale for the present year. The Grand Trunk Pacific will complete its line to Edmonton before the close of the year and big extensions are under way for the Canadian Pacific and Canadian Northern. Thousands of miles of railway are under construction at the present time and the large expenditure of the railway companies means the putting into circulation in the West of many millions of dollars.

During the last twelve months many new names have been added to the map of the western provinces, each name indicating the nucleus of a new town along a new line of railway. Many of these new towns along the Grand Trunk Pacific have already given evidence of substantial growth. They are not mere names upon the map ; although only a few months old they are thriving retail centres serving the farming population that has followed the invasion by the railway of the richest agricultural district of the West. Into each of these towns goes the pioneer hardwareman, who soon builds up for himself a profitable retail business. This new territory offers splendid opportunities for the man who knows something of the hardware business. On small capital he can in a short time build up for himself a very profitable business.

The Cash System.

The bane of the retail hardware business in the West, as indeed of every line of retail business, has been the credit system. Happily, this evil has been largely overcome and the retailer has the hard times of 1908 to thank for this more than his own efforts. The money stringency of last year made it practically impossible for the retailer to do business on a credit basis. The banks and the wholesale houses were pressing him for payments and he simply could not, if he would, let goods go out of his store on credit. Most dealers were glad to take advantage of the situation to shake off the incubus of the credit system and the result has been that in all parts of the West merchants are now conducting their business on a strictly cash basis. Sad experience has taught the evils of the credit system and it is not likely that, with the return of good times, many dealers will again allow themselves to be swamped with book accounts. The cash system has come to stay with the majority of the progressive dealers of the West.

Hard times did the West this good service, and, with the return of prosperity, the business of the country is on the right basis. The western market will absorb large quantities of hardware this year and conditions are such that the manufacturer who goes after western business this year will find it extremely profitable.

HAVE ONE PRICE TO ALL.

Nothing undermines a customer's confidence in a retail merchant more than to discover that he has two sets of prices—one for him and another for the other fellow. He may be on the "ground floor" but he isn't sure of this as he has learned that you show favoritism.

A member of the staff of Hardware and Metal wanting a casement window fastener not long ago, went to a Toronto store making a specialty of builders' hardware. The clerk behind the counter asked $1 for a certain line but the customer suspected that he was being "done" and, declining to buy, returned next day, when a different salesman asked 75 cents for the identical article on which a price of $1 had been set. The double dealing weakened the firm not only in the mind of the customer but in that of the architect in charge of the house under construction.

Another instance of a similar nature occurred in the same store last month. A swivel was wanted to repair a Yale lock and the clerk had to telephone downstairs for the price. The office asked a question and the clerk replied, "Oh, the right price," showing that the price was made to suit each individual case.

The man behind the counter should know the goods he sells so that questions will be unnecessary. He must, too, if he hopes to succeed, maintain one price to all alike, as when people lose confidence in a clerk or a store they are likely to transfer their business elsewhere.

BRIGHTEN UP.

It is good policy to occasionally repaint the front of the store, and have the old signs re-written. An air of brightness takes the place of the old dull hues, and the effect is not merely pleasing to the passer-by, but causes favorable comment on the enterprise of the shopkeeper. "Smith must be doing well ; I see he is having the whole of the shop-front re-painted," somebody will say.

Now, it may be that Smith is not doing very well. His business may be

causing him a little anxiety, because his expenses continue high, and there are too many dull days for his liking. But Smith is wise enough to know that if he wishes his business to prosper, he must let it be seen that he has confidence in the public and himself. It is useless for anyone to stay in business unless he has confidence.

MARKET OUTLOOK BRIGHTENING.

With quiet confidence—a confidence born of an intelligent appreciation of the country's trading prospects—merchants generally are looking forward to, and preparing for, the opening of the spring campaign. There are signs all the way round of a strong developing movement in commercial activity. The stock market is gathering firmness, money is more free, while foreign investors are ready to listen to any project that promises a fair quid pro quo for their money. There is this great solid fact to encourage everyone—the improved conditions of our great farming community resultant upon last year's bountiful harvest. Old obligations that pressed so heavily upon the farmers have been liquidated, the bubble of land speculation that helped in the disasters of 1907 has been pricked, and all energies will be directed into their proper channel—that of the land. Buoyed up by their success last year, farmers will put more energy than ever into their work, and scenes of activity and exploitation will be witnessed throughout the country that have never before been approached. Mining, too, will be pushed forward with greater determination. The passing of the snow will see still more striking developments in Cobalt, further exploitation of Gowganda, and the possible discovery of other fields of wealth, while the staple minerals, iron and coal, will show increased outputs.

The building trade promises to be unusually active. Architects have been busy all the winter on plans, and if only half of them materialize, this will be a splendid building year. The shelving of many plans last year, owing to want of confidence on the part of landlords, helps to improve the situation this spring. Labor is cheap and material cheap. In fact, landlords may not have for many years, if ever again, better opportunities for building. The prosperity that we expect of 1909 will soon alter the aspect of affairs so far as the landlord is concerned.

The slow re-establishment of trade conditions in the States must have a strong sympathetic effect upon business here. We are so closely allied, in a business sense, with our neighbors that we are bound to feel her good times as we do her bad ones. The opening of the steel market will, no doubt, greatly stimulate trade there, when things have settled down, So far as the metal market is concerned, it is certain that steady prices with an advancing tendency would greatly stimulate buying in Canada and such a situation can only be produced by an improvement in the States.

But above all there is this important fact to be considered in taking a survey of the prospects for the spring, and that is the economy that was practised by consumers last year. Not only did the large public concerns, the railroads, etc., cut down their purchases, but the individual likewise. We venture to say that farmers, mechanics and, in fact, all classes of the community, never stinted themselves as they did last year. Necessities were considered luxuries, needed improvements to farms, businesses and private houses were put to one side as impossible in the circumstances. It is recognized now that extremes of economy were practised that were absolutely absurd, and that the situation, instead of being alleviated by such procedure was only aggravated by it. There is, however, this great satisfaction now—the coming of the re-action.

Are the retail hardwaremen adequately preparing for this improved demand? Are they making such arrangements that they will be ready for the customers when they come into the store? It must not be forgotten that one district alone will not be affected. The whole country will feel the movement. Not one merchant, but many, will be wanting goods promptly, and the dealer who has left off ordering his stock until he can more accurately gauge his requirements may find himself held up in his shipments. And this would be fatal. It is the merchant who is ready with the goods, and not the man who is on the point of ordering who will reap the most benefit from the improved demand. The cautiousness that was exercised last year, with some reason, may incline some merchants to be overcautious now, when circumstances are different. They should take a hint from the manufacturers and the jobbers who are in all directions preparing for a strong revival in the demand.

That this demand will come we feel certain. Every indication points that way. Prices are the best barometers, and they are slowly steadying.

MERCHANTS SAVE MONEY.

For the past four years the merchants of St. Marys have been working together on a practical plan which means a saving to all concerned—the saving, in the case of some merchants, amounting to as much as $300 per year.

The plan is simply a general parcel delivery system—the contracting with a horse owner to deliver all parcels for the merchants who are in the scheme. The contractor is a farmer and he hires four boys and supplies four delivery wagons, one for each of the four wards. and each wagon makes four deliveries daily, at nine and eleven in the morning and three and five in the afternoon, with a nine o'clock delivery on Saturday nights. Customers know when the deliveries are made and they know they must order in time if they want the goods.

For the service each merchant makes a weekly payment to the contractor, in proportion to the number of his deliveries. For instance, some having a country trade with few town deliveries pay as low as $3 per week, while such men as grocers pay as much as $7 per week. But at this the grocers figure that they save easily $1 per day, or $300 per year, as it would cost them double their present expense to maintain a horse and wagon.

The St. Mary's Hardware, Limited, state that while they recognize the worth of the plan they find it advisable to maintain their own delivery wagon owing to their having to deliver many stoves long distances from town.

The plan is worth considering in every town or village, and in many cases the hardwareman will find that he can use the service and save almost as much as the grocer or drygoodsman.

TAKE A DAY OFF.

It will pay every merchant to take a day off once in a while and visit a strange town to study the methods of doing business, the way windows are dressed and the arrangement of the various departments in the stores.

A retail merchant may be in a rut and not know it—a whole town may be unprogressive in fact and the hardwareman be but a product of his environment.

Some, of course, make an annual visit to the nearest large city but a merchant is more likely to pick up an idea in a town of 5,000 or 10,000 than in a larger city.

Take your day off among a class of people similar to your own townsmen in taste, necessities and environments. Take it, not in a spirit of rivalry or criticism; neither take it with the idea that nothing good or worthy of imitation can be found in your own town. Study your lesson with a desire to learn; with a desire to make your own town better in the future if it is behind the times a little at some points, and to appreciate it all the more heartily wherever it is found to be in the lead. And always remember that there are others in this great old world who can excel us in some ways, and who will surely do so if we fail to keep alive.

What is the Good Will of a Business?

If You Were to Sell Your Business To-morrow What Should You Realize for Your Good-Will?—Views of Several Canadian Tradesmen on This Important Subject.

GOOD-WILL OF A BUSINESS.

By G. W. Brock.

Good-will, which is described as the custom of any trade or business, may be such an evanescent, intangible, uncollateral thing that in a sense it is like prospects, opportunities or ambition, which may or may not be realized. It cannot be weighed and must, therefore, remain to a certain extent an unknown and unget-at-able quantity. It is vastly different from a stock in trade of which an inventory will carefully record every article and its value while the bank books and ledger of a business will afford a purchaser a definite idea of the turnover, the width and worth of the constituency served, the probable number of customers, etc. Invoices and price lists will furnish a buyer with some conception of the class of goods which are mostly called for and turned over frequently but, in the sale or transfer of a business, the one thing, which must remain unknown to the purchaser to a greater or less extent, is the good-will. On this some men place a very high value while others view the matter in a different light and proclaim that the good-will except in rare instances is worth little or nothing in itself. Of course, if there is no opposition to the particular business and the man, who runs a grocery, a dry goods store or a hardware establishment, has very few or weak competitors, the good .will of his business may be very valuable but, if the rivalry is strong and aggressive, then what? The whole matter assumes a totally different aspect and the worth of the good-will has to be largely determined by circumstance, the growth and prosperity of a town or district and the wealth, requirements and thrift of the community.

But cases which can of themselves be regulated and sized up accurately in such a matter as a good-will are few. Take an average retail business in an average town doing a fair turnover and what is the good-will worth then? Supposing there are about as many competitors as the town will stand and a dealer for some good reason—ill health, family affliction, or other interests which he has in hand, desires to dispose of his stock, or perhaps it may be that he has made enough money on which to retire,—what is the good-will under these normal conditions worth?

At the recent convention of Hardware Dealers in Hamilton the question was referred to by one or two speakers who had scored success in the management of their businesses. One man said that the good-will should represent the amount of stock ordinarily carried; that is a business with a $20,000 stock should have a good-will equally as valuable. Another speaker asserted that the good-will of a retail store was worth ten times the net annual profit which means that, if the enterprise was clearing $1,500 a year, the good-will might be estimated at $15,000.

It must be understood, in the discussion of this subject, that no such thing as a franchise or monopoly is being considered or a business, which has grown so strong by long years of establishment and progressive methods in its particular line, that it has developed such proportions as to be practically unassailable. In such an event it is generally conceded that the good-will would be as valuable as the stock or plant itself or even more. Ordinary conditions and an ordinary business in an ordinary town are under review at the present time.

It would be preposterous to say that the good will of a retail store was worth the amount of stock carried in a case like this. A hardware man told of selling his business at 105 cents on the dollar and retiring to a farm. In a year he took the business back at 75 cents on the dollar, a depreciation in value of thirty per cent. The year before he had sold he had a cash turnover of $45,000, with book debts amounting to $17,000 more as a legacy of several years business. His successor, let the business run down to $18,000 total business in his year, and the former proprietor, acquiring the store again, a year ago, has managed to increase this by $17,000, making it $35,000. And recently this retailer bought out his opposition at 100 cents on the dollar, the opposition's clerk immediately opening another store.

What was the good-will of this particular business worth? The casual observer will answer that it was worth practically nothing to the man who got the stock and store as he did not make a success of running the business.

Then does not the good-will of a business resolve itself into the fact that its valuation depends largely on the purchaser, his fitness, experience, methods, system, foresight, aptitude and vigilance. If he has not these qualities to such a degree as the man, whose interests he purchased, then the good-will, if he pays anything for it, is really a loss to him and is as invaluable as non-dividend paying stock—in fact a great deal worse, for the stock in an industrial concern, which is not now earning anything on the investment, may do so some day, but a good-will is not an asset, unless there are brains, energy, concentration and ability behind it. In other words, the value of a good-will in a retail store appears to depend to a great extent on the qualification of the buyer, his grasp of the situation, his talent to satisfactorily meet the wants of his customers, and his foresight in ministering to and anticipating their needs.

One man succeeds in a certain store or locality, where, perhaps, a dozen others have failed, and so it is with a good-will; the dollars and cents represented by it depend very much on the purchaser himself and not so much on business, its connection and clientele as one might at first glance suppose.

Take another case. A shrewd, smart and active stranger comes into a town and goes to a dealer who desires to sell. The negotiations progress satisfactorily so far as the rate on the dollar and the value of the stock are concerned. This is all agreed upon, but the seller then says: "I have been in business here so many years and I have the best trade of the town. It is practically all cash and the profits last year amounted to $3,000." Would the good-will of the business be worth $30,000? The purchaser, when asked this amount for the intangible and uncertain asset called "good-will" balks and says: "I will not pay you a cent for it." Or he agrees to allow the seller very little, and the deal is declared off. The intending buyer then calmly sizes up the situation and says: "I have the necessary capital and experience to start business right here and, after looking over the field, I think it presents a fair prospect of success." He leases a store in the vicinity of the man from whom he was going to buy and commences business with a well selected and representative stock. His premises are bright and attractive, he advertises judiciously and thoroughly, and his goods are clean and reliable and his system excellent. He is content with a moderate profit; he keeps all promises and deceives no one. His method of doing business is aggressive and progressive; he wins new customers every day and holds their trade. In a year or two he has corralled a fair share of public patronage in his own particular line and is making money. What is the good-will of his competitor, whose stock he thought of buying, then worth? Nothing at all.

It would seem, therefore, that the value of a good-will of an ordinary retail business depended more on the powers, insight and capability of a purchaser than on the business itself.

WORTH VALUE OF STOCK.

By C. F. R. Taylor.

The value of the good-will of any firm on the event of its being formed into a stock company would of course be covered by the life and individuality of the business. For instance in the case of a business that had gone on for the last five or ten years and merely held its own I would not consider the good-will as valuable as one that was showing an annual increase in turn over and profits.

The good-will of a firm should be worth as much as the stock carried, providing it is as full of life and up-to-date as it can be, and with a good future. The value of the good will is I think identical as Mr. Lariviere sees it. He says it should be ten times the net profits of the year, and I compute that a business ought to double in value every ten years so that we hold exactly similar views.

When our firm sought incorporation it was not with the idea of infusing in more capital nor was it to be on a basis of selling out. Both the members of this firm who hold 99¾ per cent. of this business are hale and hearty, but should anything unforeseen overtake either of us I should be very sorry to have had my nineteen years of white slavery in a hardware business turned over to some individual with some money to invest at one hundred cents on the dollar based on the hardware stock. That is why we put in a good fair allowance in our business for good will. While we are not out to declare large dividends the amount of good-will you claim resolves itself down to the amount on which you want to pay dividends, and dividends are only paid on the amount of stock issued and not on the amount of your charter.

Of course when I say that the good-will is worth the amount of the stock I mean to represent the real stock which is bought and sold. I do not by that mean to include fixtures, tools in the plumbing shop, buildings, real estate, etc., etc. This would make considerable difference in some cases.

ONE TO FIVE YEARS NET PROFIT.

By W. T. Levack.

Good-will is the probability that old customers will continue to patronize the same establishment under different ownership. In an ordinary retail business it is a rather doubtful asset, consisting largely in the personality of the owner.

In the retail trade the public are attracted to the store that has the best goods, lowest prices, most modern methods and which gives fair courteous treatment. In hardware, where a customer as a rule can see for himself if he is getting exactly what he is paying for, the circumstances that would give a business a good-will value under these conditions would be that there might not be enough business for another store, and that the present owner had a strong hold on the trade by reason of long years of agreeable business.

The question the probable purchaser has to decide is, whether to enter into competition for a share of the business or buy the present concern, including the good-will. If he adopts the latter course he must follow the methods of his predecessors and improve them if possible in order to hold the customers, thereby earning the value of the good-will and at the same time warding off new competition.

The basis upon which good-will should be valued, in my opinion, following the above view of the situation, is, "How long will it take to place a competing store on a profit paying level with the present owner?" Whatever that sum may be is the value of the good-will to the buyer. If he estimates it would take, say, three years to place himself on a substantial paying basis, the good-will of the business of the present proprietor is worth the average profits of the last three years, because the buyer can take over the concern and have a profitable turnover from the start, besides. probably saving himself considerable wear and tear of mind and body in building up a new business.

From one to five years average net profits according to each particular case would be the value of the good-will in prosperous concerns.

Viewing the subject from the standpoint of these remarks it should not be a very difficult matter to arrive at the value of a retailer's good name. One trouble is the seller is usually too high and the buyer too low.

A factor that reduces the value at the present time, is the fact that there are so many openings in the Canadian West that a buyer would not have to pay for goodwill unless for personal reasons, he wished to locate in a certain locality.

The statement is made that where there is no opposition the good-will is valuable. I would say it is valueless because there is the opening for a man that knows his business, and where the field is fully covered the good-will is valuable if the establishment is in a healthy condition, as an intending competitor would find it necessary to buy an existing business, and would have to pay what it would be worth.

Again it is said that the value of good-will depends largely upon the qualifications of the buyer. If that view were taken the purchaser could say: "The good-will is worth nothing as I may not make a success," which would be a rather absurd position to take. It would mean to the seller that he would receive no compensation for years of work in holding the customers. The buyer purchases with the knowledge that it depends upon himself whether it is worth what was paid for it.

Referring to the example where $30,000 was asked for a firm's reputation, in my opinion, it was worth two year's net profits to the intending buyer, because it took him two years to establish himself, which by buying the good-will at above valuation he could have had a first-class trade and also been rid of his competitors. He would have received back the $6,000 paid out, and saved the work and care of working up a new business. The good-will of the older firm would be of little or no value after the new comer had secured a firm foothold, unless the former were able to hold their own.

If $30,000 had been paid for the name it would mean that over fifteen years would elapse before the amount would be returned to the investor, with interest at the yearly earning rate of the business, viz., $3,000. The good-will would therefore be paid for on the basis that it would take fifteen years to put an opposition firm on a paying foundation.

General principles cannot be applied to all cases, in valuations of this kind, each business would need to be considered on its own merits, its trade, and the personality of the owner. We recently had the instance of a defunct bank securing $150,000 for its good-will, and that was only a fraction of what it was worth.

The subject assumes another aspect when applied to wholesale houses, financial institutions, franchises, etc.

TEN TIMES AVERAGE PROFITS,

By Fred C. Lariviere.

Good-will in Webster's Imperial Dictionary is defined: "The commercial advantage possessed by any business, due to its established popularity, reputation, patronage, advertising, location, etc., over and beyond its mere stock or capital; friendly feeling or influence exerted with the view of transferring the custom of any shop or trade to a successor, the right and title to take up a trade or business connection, purchased of an out-going tenant or occupier."

Whether commercial or industrial good-will has to be valued on its own

merits. Instances are as varied as there are businesses but all are estimated in proportion to revenue. I believe any one having fully studied the question would not venture an opinion except in a general way.

Commercial good-will differs from that of manufacturing industries because in the latter are included trade marks, patent rights and formulas. It may be for the manufacturing of specialties which sometimes take very little capital and bring very large returns.

In buying out a competitor and assuring yourself of the sole control of certain articles, you may pay a very high price for what may be termed good-will, but you are simply buying out competition.

The organization of a concern is one of the principal factors in the value of good-will. If it is a one man business it has less value than if organized in such a way that the owner may be able to entrust to his employes that administration of his when away.

One example of the unreliability of estimates of value of good-will is the case of two manufacturers of certain lines in the hardware trade, who had between themselves over 75 per cent. of all goods sold. They amalgamated and are now doing no more than 55 per cent. of all goods sold in that particular line. This would show that the value of the good-will of any establishment is of much less value to a competitor than to the purchaser who intends to continue the business and who buys it as a going concern.

When the Ogilvie Flour Mills Co. placed their stock on the Stock Exchange it was learned that the value of the good-will, trade marks and formulas was estimated to $1,250,000.

In England the intrinsic value of the plant of Guinness's Porter was $100,000, but it was capitalized at $700,000 because the revenue was sufficient to pay a good dividend.

What was the value twenty years ago of the good-will of Morewood & Co. for their "Lion" Galvanized Iron and the Tupper Co. for "Bradley" Tin? Hardly anything else could then be sold. Morewood sold to John Lysaght, Ltd., who discontintinued the "Lion" brand to sell "Queen's Head" and Tupper & Co. are no more in business. To-day the value of the good-will of these two concerns is null.

It is not long since that Wade & Butcher was the only reliable firm for razors. Their good-will so far as the Canadian market is concerned was of much greater value twenty-five years ago than to-day.

Licenses for retailing liquor in the City of Montreal sold for $1,500 before the passing of the law limiting the number to 400. One of the last transfers recorded shows that $29,000 was paid for the license alone outside of stock and fixtures.

Who could estimate the value of the good-will of Joseph Rogers & Son for cutlery, Roger & Gallet for perfumes, Fry's chocolates, Pear's soap, Disston's saws, Maydole's hammers, or Spear & Jackson files and saws?

This proves without doubt that the value of good-will is particular to each case.

At the Hamilton Convention I said that in my opinion the value of good-will could be estimated at ten times the average net profits of a business, due allowance having been made for the interest on capital invested.

To make this clear let us take the case of a business with a capital of $100,000, producing a net profit of $10,000. From this deduct 6 p.c. on $100,000 or $6,000. The balance is $4,000, multiplied by 10 p.c. will equal $40,000 value of good-will. Now the following year the same profit is made, and the interest on $40,000 at 6 p.c. will give $2,400, leaving a balance of $1,600 to be added to reserve. This amount of $2,400 is not an excessive remuneration for the creating power of a business that can give at once to a new comer such revenue.

INCORPORATING A RETAIL BUSINESS.

Some of the advantages of joint stock companies with limited liability over the individual, the ordinary partnership or the partnership with silent partner, are given below by Fred. C. Lariviere, Montreal, in answer to a question asked at the Retail Hardware convention at Hamilton in February:

Bankers and business men prefer dealing with a joint stock company as the paid-up capital (if all the stock subscribed is fully paid) cannot be withdrawn or decreased, although it may be impaired by loss. They are better secured in case of death, sickness, disability, or even bad conduct of one of the principals, for such a man may be dismissed and cannot force the refund of his shares from the other shareholders.

In an ordinary partnership a member may ask, on giving due notice, the dissolution of the firm, although the withdrawal of this partner may greatly affect the credit standing of the firm, and, in some cases, absolutely ruin it. In a joint stock company a member can only sell his shares to another and the capital stock remains unchanged. The same principles apply in the case of death.

In ordinary partnership the whole of a merchant's wealth is liable, not only for the liabilities of his firm in regular business transactions, but for all accidents which may be caused by the carelessness of one of your employes to himself or your customers such as an elevator accident, touching electric wires or in the handling of cases of goods or the runaway of your horse. He is also unguarded against errors of judgment in agreements or contracts, either through haste, inexperience or inadvertence made by himself or partners or employes.

In joint stock companies a man is only responsible for the amount of the shares he has subscribed for and if, paid up, he has nothing more to lose.

Joint stock companies facilitate the management of a business. If more capital is required, the directors can issue new stock and sell the necessary amount of shares without admitting a new partner or partners as with regular partnership agreements.

If a merchant thinks he has too much interest at stake, with joint stock companies he needs nobody's consent to sell his stock. Ordinary partnership requires mutual consent of partners and a new agreement.

If you wish to interest your son in your business, in a joint stock company, you can transfer a few shares to him without asking permission. In a partnership consent of your partners must be obtained.

Property Unsafe.

In a joint stock company you insure all your property, not invested in your regular business, against all liabilities connected with the company's debts.

If you have shares in a joint stock company and wish to borrow money you transfer your shares as collateral security and effect the loan. In ordinary partnership you cannot use your partnership interest to borrow money.

By incorporation you double your borrowing powers without affecting your individual credit. You can also interest your best employes with the object of keeping them satisfied to remain with you.

In case of death your interest in joint stock companies will be much more valuable to your estate or family than it would be in ordinary partnership, for in these when dissolution occurs you lose all the value of the good-will of the business to which you may have contributed very largely, and the value of good-will is shown by the large prices paid when large corporations amalgamate.

Incorporation is the newest and safest method of doing business.

Arno A. Bittues, managing director of the Gillette Safety Razor Co., Montreal, was in Winnipeg recently calling on the trade and was a welcome visitor at the Winnipeg office of Hardware and Metal.

The Model Retail Hardware Store

Its Location, Construction and Equipment—Plans and Pictures of Canadian Stores—Description of Ingram & Davey's Store at St. Thomas—Some Features Worthy of Duplication—Should Counters Be Abolished? — The Builders' Hardware Sample Room.

By Weston Wrigley.

As it would be impossible to design a model hardware store suitable alike for the village of two thousand and the city of two hundred thousand inhabitants a middle ground will be taken and after pointing out a few important essentials to all stores, reference will be made to the tendencies in the trade to-day with illustrations of some of the modern features adopted in Canadian hardware stores.

"Where will I locate my store?" is the first problem confronting the man who has decided to establish a retail hardware business. It is essential that a central location be chosen, one where large numbers of people congregate. In a small town the main corner, in a small city near the postoffice or market and in a large city on one of the main streets near a street railway junction, near the business centre, or in the suburbs where building is active and new residences are being furnished. If corner lots are not too valuable for drug or grocery stores they should not be too expensive for hardware and house furnishing stores, as the corner building provides ample opportunities for the display of goods and the live hardwareman can make as good use of show windows as any other class of merchant.

The hardwareman who is facing the problem of construction should look farther than his local architect's office. Most hardwaremen have to suit their stock to a store already in existence, but he who is fortunate enough to be able to suit his store to his stock should not hesitate to spend one or two hundred dollars and a fortnight's time in gathering ideas before building. Ask the editor of Hardware and Metal and the jobbers you deal with for the names of some stores worth seeing and, if possible, visit some of the good stores in the neighborhood of Rochester, Chicago or St. Paul, the names of which can be easily learned.

A Type of the Counterless Hardware Stores Now Being Constructed in Large United States Cities.

The store building should be as nearly fire proof as possible and equipped with the latest devices in the way of shelving, display cabinets, oil pumps, cash registers, etc. Then special lines pushed by the store, such as metal ceilings, should be used in order to display and show faith in the goods. Brick is, of course, the most popular material for the building, but where it is not ob-

tainable metal siding and roofing should be considered both from the standpoint of a low insurance rate and the advertising to be gained by its use. Catalogues and prices should be obtained from the companies making Bennett metal shelf boxes and Warren shelving, cabinets, etc., before fitting up the store. Both for general appearance and economy in handling the goods the best equipment will prove the cheapest in the end.

Lighting and Heating.

In planning the windows attention should be given to the lighting of the store as well as displaying the goods. The window should, of course, be enclosed and as near air tight as possible to keep the goods free of dust. Ventilation must be provided through the outside window frame to keep the glass from frosting over in cold weather. With the air in the window at the same temperature as on the outside there will be no frosting and this can be accomplished by cutting a row of wide holes at the bottom of the sash and another row of smaller holes at the top. The inrush being greater than the outgo the circulation should be ample and to avoid dust coming into the window during the summer time a sliding damper may be arranged to close the holes except when required in frosty weather. If gas lights are used additional ventilation must be provided, otherwise the window will become heated and moisture formed on the glass. A false ceiling in the window with prism lights above will provide a lot of light in the store while experience has shown that the floor of the window should be from 24 to 36 inches above the street level. Lights should be hidden as far as possible.

To obtain the best results in lighting the store the effect from various shades and reflectors should be considered. This is particularly important in lighting show cases or windows. The ordinary tin or porcelain shade reflects the light downward, but gives the effect of unevenness or streaks. The new glass prismatic reflectors distribute the light more evenly and wherever desired. To get the best results, it must be remembered that the ordinary incandescent lamp of 16 candlepower, throws this only on the horizontal; the light it throws downward is very much less. It is important therefore to have the proper reflectors which will distribute the light where it is required, and thereby reduce the cost. The upright mantel lamp greatly reduces the consumption of gas. The inverted burners are an improvement as some of them give two-thirds more light downward than the old upright ones. A comparison of the cost of electricity and gas shows that electricity will cost about 40 per cent. more than gas.

If the building is to be used exclusively for store purposes steam heating will give satisfaction, but if living quarters are located over the store hot water or hot air heating will be preferable according to the size of the building.

Silent Salesmen and Show Cabinets.

The modern tendency in store equipment is undoubtedly towards making the hardware store as neat and attractive as a jewelry store for women customers. The old time hardware store was more like a warehouse than a place of business. The walls, the ceiling, the floor, the counters, the front of the store, everywhere in fact, the goods were in a jumble with the shopkeeper the only holder of the key to the puzzle. To-day hardware merchants spend thousands of dollars in store fixtures alone and returns justify the investment. To-day, the counter is being pushed to the back by the silent salesman and as will be seen by the accompanying picture from the "Warren system catalogue," in some stores in the United States the counter is being eliminated entirely except in the section devoted to putting up and shipping parcels. The first impression and the ease in selecting the goods required counts for a lot in making sales to customers and it must be admitted that a store fitted up with the latest in silent salesmen, wall cabinets, sampled boxing, etc., is in a better position to sell goods than one with counters and open shelving. The saving of the clerk's time, the ability to quickly estimate the stock in hand, the educational effect on and inspiration received by the selling staff and the preservation of the stock are all strong arguments in favor of the use of modern store fixtures.

A Store Without Wall Counters.

REST ROOM FOR WOMEN.

Among the many developments of modern merchandizing is the increased provision for the comfort of women customers. Reference is made elsewhere in this issue to the fact that Ingram & Davey, St. Thomas, have provided a toilet room for the use of their women customers, most of whom are likely to be residents of the city. But if city women find such provision a convenience how much greater is the need of such arrangements for the farmers' wives who are away from home for the largest part of the day and who frequently have long hours of waiting before the farmer concludes his business and is ready to return home.

It is claimed that the women buy from two-thirds to three-quarters of the goods sold at retail. Should it not be to the merchants' interest, therefore, to make things as comfortable as possible for their best customers? Any plan adopted to encourage and make easy the visits of the women, and especially those who are handicapped by the necessity of bringing children with them, will make popular the merchant or set of merchants who combine together to supply this need.

The James Hardware Co., Richland Centre, Wisconsin, about a year ago installed a ladies' rest room in their basement with a door leading direct to the street, thus avoiding the necessity of a woman coming through their store to reach it. In this rest room they placed a small stove with a tea kettle for heating water, a couch, rocking chairs, a table with magazines and periodicals, a cradle for babies, a lavatory, with brush, combs, etc., and closet. On very busy days they employ a girl to look after the bundles and watch the children while the mothers are shopping, and they claim that to say this has paid 500 per cent. on the investment is putting it mildly. "James' Rest Room," is the headquarters for nearly every farmer's wife in the country while they are in town. They meet there to chat and visit, they bring their lunches and make themselves perfectly at home. Many are so grateful that they have offered to donate wood, etc., for its maintenance, but these offers are, of course, declined.

If this firm, acting alone, can do this other merchants in Canadian towns can do as much. In places like Barrie, where there is a local hardware association, the different hardwaremen might co-operate in establishing a "Hardware Rest Room," one supplying a gas or oil stove, another the cooking utensils, etc. Or, better still, invite a plumber, a furniture man, a bookseller and other merchants to join in supplying the needed articles and contributing to its maintenance hanging up a card in the room and making an announcement in the local papers as to what firms are furnishing the room. Still another plan would be for the Board of Trade or some other local organization to manage the room as a civic institution.

But the important thing to remember

is that merchants in country towns have an opportunity to grasp in supplying a need which ordinary humanitarianism calls for. Just as cities have a duty to perform in supplying public lavatories for its citizens and the transient population, without forcing them to visit saloons, public buildings or departmental stores to answer the calls of nature, so have country merchants, individually and collectively, a similar responsibility resting upon them.

Ingram and Davey's New Store at St. Thomas

One of the finest buildings erected in Canada for retail hardware purposes is the new store occupied the last week in February by Ingram & Davey, St. Thomas. The firm had been conducting two stores, one in the west and another in the east end of the city, but both have now been merged into the fine new building on the corner of Talbot and Southwick Streets, shown in the accompanying illustration. Arrangements were completed for a photo of the interior, but as there were a couple of hooks in the wall cabinets on which goods had not yet been hung, the firm declined to allow Hardware and Metal's photographer to take a picture. A floor plan gives an idea, however, of the store arrangement and the layout of the various classes of stock.

The store building is three storeys in height and 42 feet wide, facing on Talbot Street, with a depth of 115 feet to a lane on Southwick Street, a bridge crossing the lane to a warehouse 42x40 feet and two storeys in height. Red brick was used in the construction work, with an inner lining of white brick, the walls being unplastered. A Taylor Forbes low pressure steam heating system has been installed, together with a complete fire system, with 100 feet of hose on each floor. A very handsome ceiling, supplied by the Metallic Roofing Co., Toronto, for whom Ingram & Davey are agents, was installed by the firm's own workmen, Paroid roofing being used on the roof. The 30-inch cornice used on the building was also the work of the store's staff. N. L. Darrach, St. Thomas, was the architect.

The central entrance provides two large show windows eight feet in height to a false ceiling and entirely enclosed by sliding glass doors, the floor being quarter cut oak. The window is ventilated by wide slots at the top to prevent the glass from frosting. Fixtures of five 100-candle power electric lamps, with hollowphane reflectors, light the windows, an arc lamp being used for outside illumination in addition to the city lamp on the corner. Above the false ceiling prism glass is used to provide light for the store, eleven four-mantel Humphries (Kalamazoo, Mich), lamps supplying artificial illumination.

Six ten-inch steel columns, supporting twelve-inch eye beams support the floors. Wilcox traveling ladders are used on both walls. A time clock records the employes' working hours. Eighteen hundred feet of speaking tube connects the various departments. Two cash registers, one a six-drawer and the other a three-drawer, with a "want" register attached, are to be used, the sales of each department being registered as well as those of each clerk. The Copeland-Chatterson loose-leaf system is used in the office and a catalogue cabinet, supplied by the Office Specialty Co., Toronto, takes care of the books of reference.

Money in Fixtures.

The site and building, according to Mr. Davey, cost $35,000, and probably $5,000 more was spent in store fixtures. Entering the main door, for instance, five eight-foot plate glass silent salesmen with marble bases are seen, while to the right are three ten-foot salesman of the same type, making 70 feet or at $10 per foot, $700 worth of silent salesmen supplied by the Dominion Office and Store Fixture Co., London.

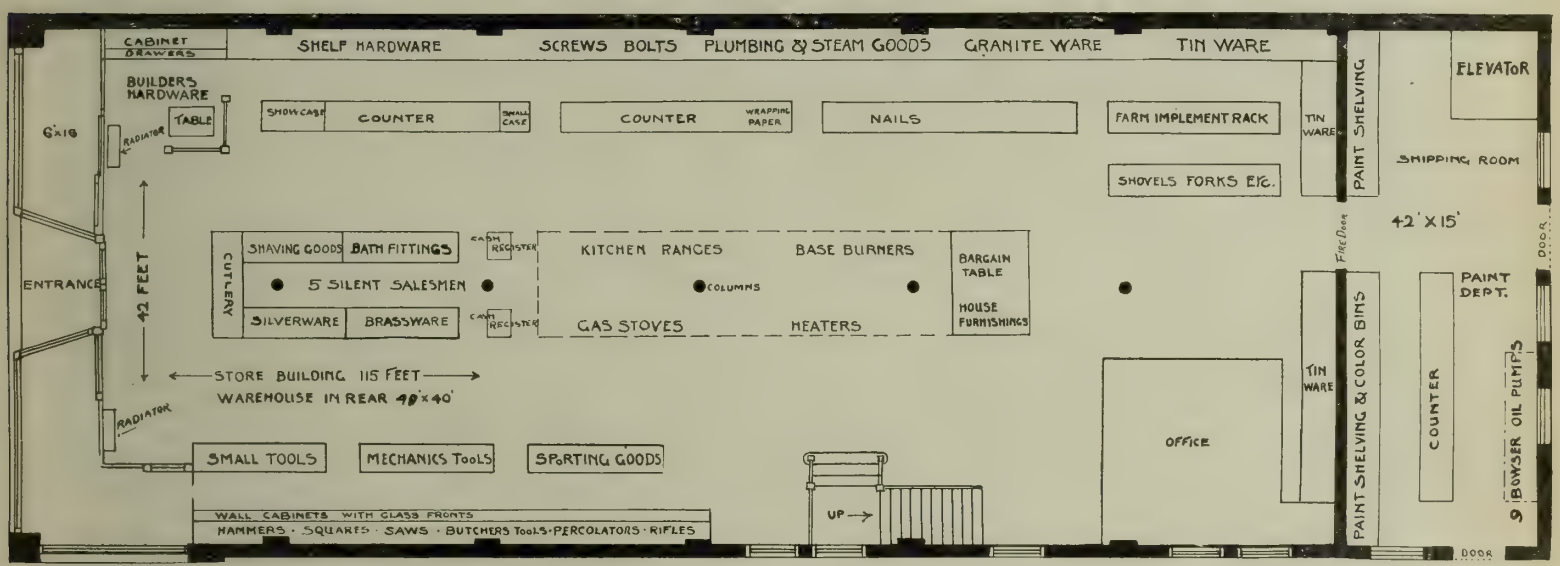
Behind the three last mentioned is 38½ feet of glass cased wall cabinets enclosing, hammers, squares, saws, percolators and sporting goods, above the cabinets being drawers for storing stock, with the base below fitted with glass sliding doors showing samples of tools. This wall is suggestive of the Warren system of hardware shelving.

On the opposite side a small enclosure is designed for use by architects and house owners selecting builders' hardware, samples of door sets, locks, window fasteners, etc., being carried in glass cabinets, and drawers, with table and chairs for catalogues, etc. To the rear of this runs a series of three counters backed by a large wall of shelf boxes, each bearing a sample of the articles contained. Boxes from the old store were used by re-facing with oak to match the new fixtures, but this was a rather questionable saving.

The store office occupies a commanding position, with plenty of light, the woodwork being set off by expensive panelling.

Rest Room for Lady Customers.

In the cellar large stocks of plain and fancy glass are carried, the cutting



Arrangement of Stock and Fixtures in Ingram & Davey's New Store at Talbot and Southwick Streets, St. Thomas.

table being under the corner window and particularly well lighted. Wire nails are also stocked down stairs, an electric elevator made by the Scott Machine, Co., London, providing the means of raising and lowering them. Lavatories for the men are also located in the cellar.

The second floor contains several important features, among these being a ladies' lavatory and dressing room for the use of customers. Later on it is planned to add a rest room, fitted with rockers and writing table and supplied with the latest magazines. Another notable feature is the show room, 16x30 feet in size, for fire places and lighting fixtures. Twelve sample mantels, tiled complete, are shown. The gas and electric fixtures are connected up to boards suspended from the ceiling by rods. By this means the connections for the fixtures are easily changed and the fixtures removed without trouble. Baths, basins, closets, brass goods, bath room fittings are also shown on this floor, together with a line of babies' and dolls' carriages, toys, etc. A sample bath room and a model kitchen may be added in the future as suggestions to intending builders.

The third floor is used as a stock room, all goods received being carried up by elevator and checked off here before going to the different departments for sale.

Paint Department.

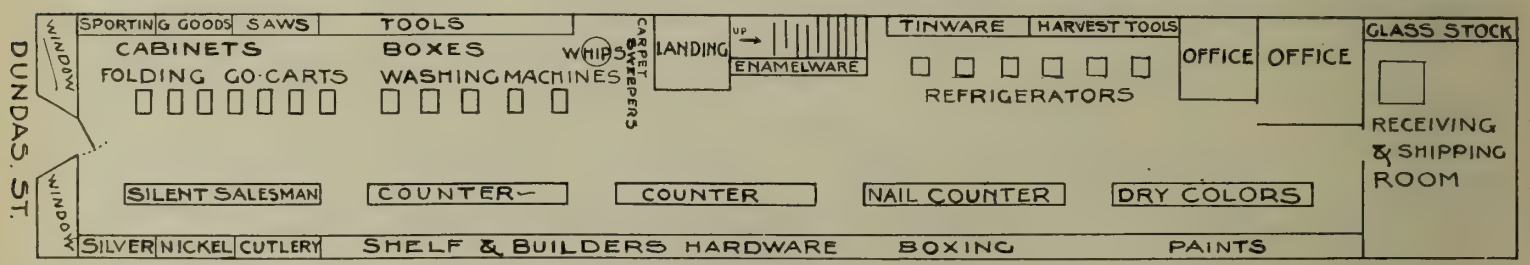
Separated by a fire wall from the basement to the second floor fifteen feet at the back of the ground floor is used as a paint department and shipping office. A battery of nine Bowser oil pumps has been installed with tanks for benzine and gasoline outside the building. As shown in the floor plan a counter runs along the wall near the street door, the entire wall space on one side being given up to shelving for ready mixed paints, stains, etc., in the various sizes. "Elephant" and "100 per cent. pure" paints and Berry Brothers' varnishes are stocked. A feature of this department is an arrangement of bins for colors under the shelving behind the counter, each bin being 14 inches wide, 24 inches deep and 32 inches high, holding about one barrel each. A steel chain allows the bin to be pulled out at the top when stock is required. The bins are hinged to the floor thus making them permanent fixtures. It is suggested, however, that if loose pin butts are used the entire bin can be more readily removed and weighed during stock taking. Experience has shown also that the bin will balance better and be pulled out with less effort if a false bottom slanting toward the front is built in the bins.

Ingram & Davey's New Hardware Store at St. Thomas.

Warehouse and Workshop.

Across the lane in the rear of the store is the work shop and metal warehouse, 42x40 feet in size. The ground floor is used for storing heavy goods and teams can drive into and turn around in the space used for light goods, such as wheelbarrows and ladders. Up stairs is a large and well lighted work room for the tinsmiths and plumbers, with a full equipment of tools and machinery for doing all classes of work. Racks are provided for sheet metals and other stocks required and a tackle and pulley is available for handling any material which it is found inconvenient to raise on the elevator and truck across the building. The floor is cement and on two sides is a cement pit parving from six to eight feet in depth, in which iron pipe, bar iron, steel rods, etc., are stood on end, the various sizes being separated by rods driven into a scantling in the wall. Racks are also used for storing tool steel, band and hoop iron, soil pipe, etc. Blacksmiths' supplies, horse nails and shoes, wire and wire fencing are also kept in stock here with the ceiling space used for light goods such as wheelbarrows and ladders. Upstairs is a large and well lighted workroom for the tinsmiths and plumbers with a full equipment of tools and machinery for doing all classes of work. Racks are provided for sheet metals and other stocks required and a tackle and pulley is available for handling any material which it is found inconvenient to raise on the elevator and truck across the bridge connecting the workshop with the second floor of the store.

St. Thomas is a city of 14,000 inhabitants and is connected to London by two steam and one electric railway. Much trade is undoubtedly diverted to the larger city by the electric cars, but the erection of such a well equipped hardware store in St. Thomas should help materially in holding the best class of trade at home. Ingram & Davey's effort to supply St. Thomas with a thoroughly modern store ought to be, and undoubtedly will be, appreciated by the citizens of the Railroad City as well as by the farmers in the surrounding country.



Floor Plan of the Purdom Hardware Co.'s New Store at London.

LONDON'S BUILDERS' HARDWARE STORE.

The Purdom Hardware Co., London, who moved into new premises on Dundas street a few months ago, have a very attractive store and being devoted almost solely to builders hardware, shelf goods and house furnishings display cabinets and shelf boxes have been installed on both sides of the store in the front section. The store is equipped with two bright windows and make a feature of window advertising. Running through from one street to another the store has a great depth and a very complete stock of builders' hardware and mechanics' tools is carried.

Three floors above and a basement below are used for storage purposes, the company doing a large jobbing trade with hardware and general store merchants in the district near London. Travelers also regularly call on the builders and contractors, and with a complete stock available locally, the special builders' hardware houses from Toronto find it hard to get business in competition with the Purdom Company.

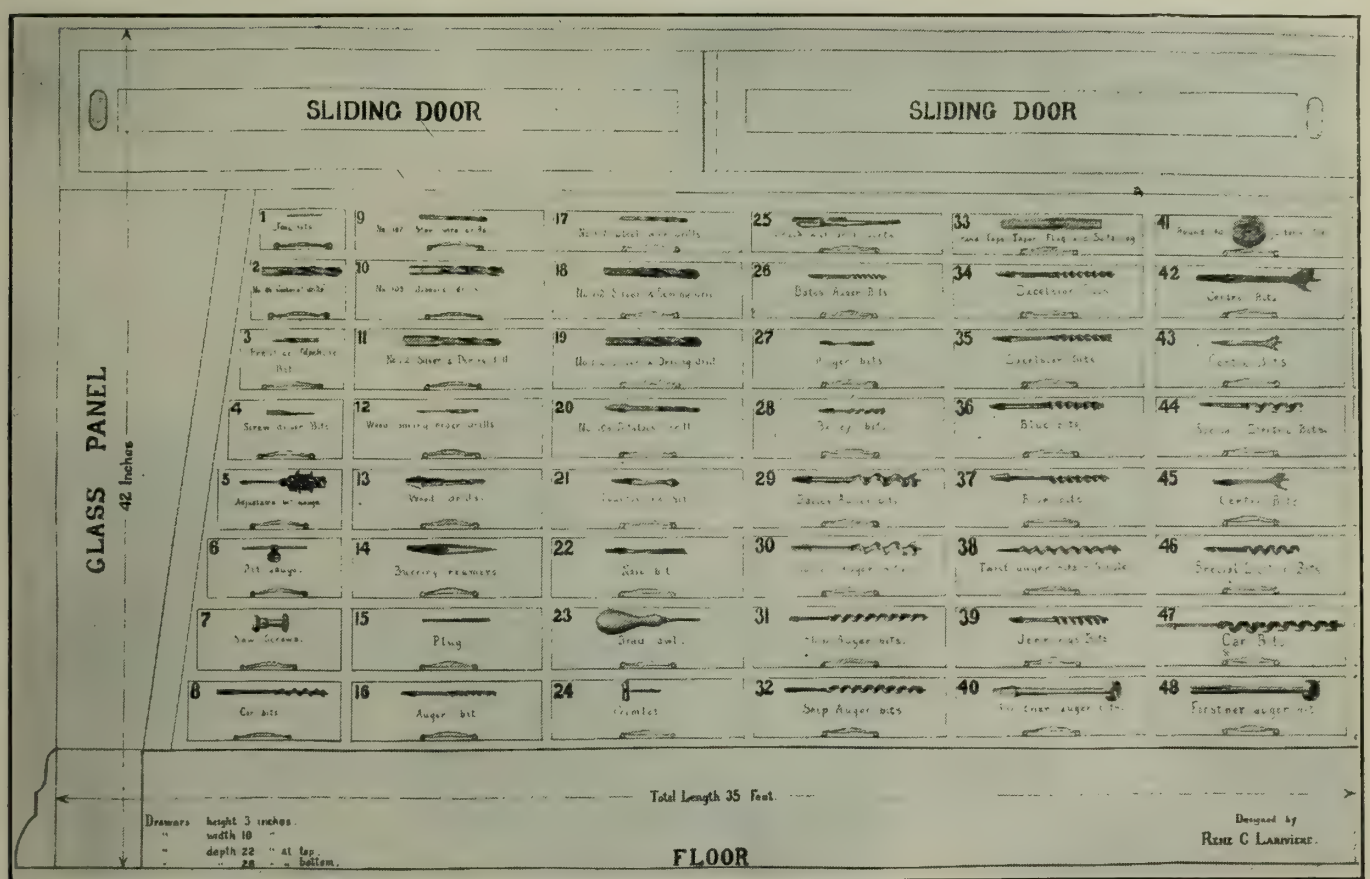
If the 1910 convention of the Ontario Retail Hardware Association is held at London retailers who want to see a well arranged and attractive hardware store will do well to visit this store.

Can Counters Be Dispensed With

By Fred C. Lariviere.

I believe that counters of "Modern Designs" are an ideal in the hardware stores ; and by modern designs I mean glass show cases disposed in such a manner as to serve as a silent salesman and yet provide ample space inside to instal the stock of the samples shown.

In the accompanying photographs of the tool department of our establishment, it will be noticed that the showcases serve also as counters and stockholders. The goods displayed are fastened to the inclined surface with oilcloth binding and the glass in the front is removable, being placed in a frame divided into drawers for holding the stock of the articles sampled in the silent salesman. Each sample is price marked in plain figures and the location of the stock is also given. Each drawer is also numbered and a picture of the article is shown above the drawer pull. Thus the selling of an article is simplified. The customer has no difficulty in selecting from such a spacious silent salesman the article he wants, and on the other hand the clerk can at once place the article before the customer without any trouble or disturbing the silent salesman. In addition, by these



Rear View of Silent Salesman, Showing Method of Storing Stock with Samples Shown in Each Drawer.

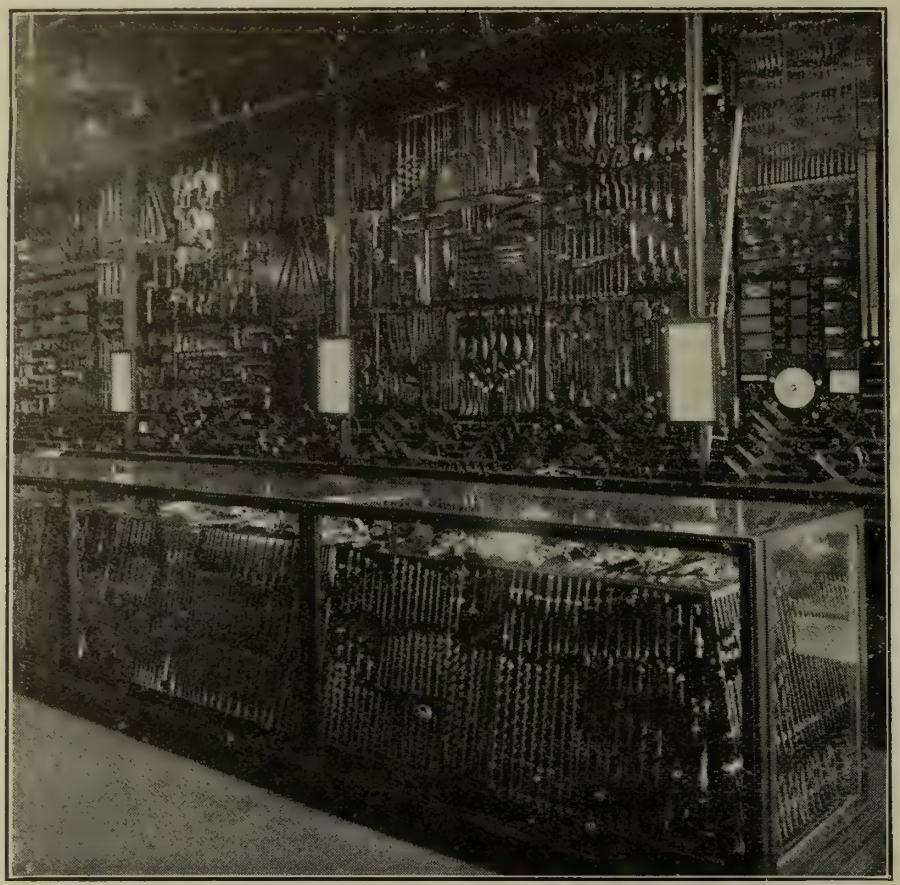
head to the supports by dowels at the bottom and Canada turns on the sides and top, the inside is made of ½-inch basswood covered with black velveteen, on which are placed the samples.

Realizing the advantages of having the stock placed conveniently near the line displayed, thus preventing the confusion and long delay attendant upon the salesman seeking any article wanted among a lot of miscellaneous goods elsewhere, we have designed the large counter having an inner structure with top and sloping sides, this forming the silent salesman. The back of the counter is compartments the stock is kept in the best of order.

Our counters permit the clerk to show the goods required advantageously and at once replace the goods to their proper drawer. They also offer a rest for the arms, and thus make the customer feel more comfortable and more inclined to look over what you have to offer, and when waiting throws his eyes down to the display if the counter is of glass.

Another advantage counters have is the room available to show a large range of goods for comparison. This is

impossible, otherwise. It is also a certain satisfaction for the customer to see the goods he has selected wrapped up before him.



Combined Silent Salesman, Counter and Stockholder in Lariviere's Store at Montreal.

The only cases in my mind where counters must be dispensed with is where much floor space is required for bulky goods as stoves, refrigerators and other goods of same class, but in that case shelf space must be provided for shelf goods which is a better paying porposition than the goods above enumerated.

MODERN STORE AT VICTORIA.

About three years ago Messrs. Griffin, Greenshaw, Aitken and Randall, Manitoba hardwaremen, purchased the business of Nicholles & Renouf, established in 1885 at Victoria, B.C. Their first move was to modernize the store by replacing the old fixtures with an up-to-date equipment, this being followed up by the opening of a branch store with a stock of farm implements, wagons, etc. The retail store is situated on the corner of Yates and Broad streets and the branch on Johnson street. The store has three large plate glass windows, which are always kept artistically dressed.

Stretching the full length of the store is a wall of shelving any store might be proud of. In these shelves to the height of about nine feet are fitted tiers of boxes beautifully finished in oak with a sample of the goods contained therein neatly fitted to the outside. Above are the larger and bulkier boxes easily reached by means of a travelling step ladder.

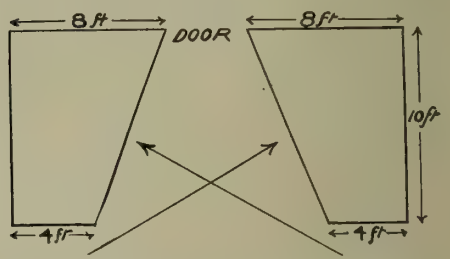
In front of this are two fine plate glass show cases and on the opposite side a silent salesman filled with tools, cutlery and plated ware. Behind this are arranged a fine line of stoves and ranges, with shelving neatly filled with enamel ware. At the back an elegant office has been fitted up, and taken altogether the store is certainly the handsomest hardware store in Victoria.

James Bell who is seen behind the counter was with the old firm almost from its establishment and his knowledge of local conditions has been a great help to the new proprietors.

B. C. Hardware Co.'s Remodelled Store at Victoria, B.C.

WINDOWS OF LONDON STORE.

Westman & Co., 121 Dundas street, London, in re-arranging their store after their recent fire, built their windows ten instead of the usual five or six feet deep leaving a very wide and deep entrance. The store is about 20 feet wide and it was felt that the deeper windows would make it possible to secure better results from the window displays.



Window of Westman's Store at London.

As is shown by the accompanying sketch the passer by gets a better view of the display from the sidewalk and, it is contended, is more likely to be attracted than if a side view had to be made to see a display fronting on the

street. Against this, the argument might be used that many passersby would prefer to examine a display from ehe sidewalk rather than by having to enter the doorway to get a near view.

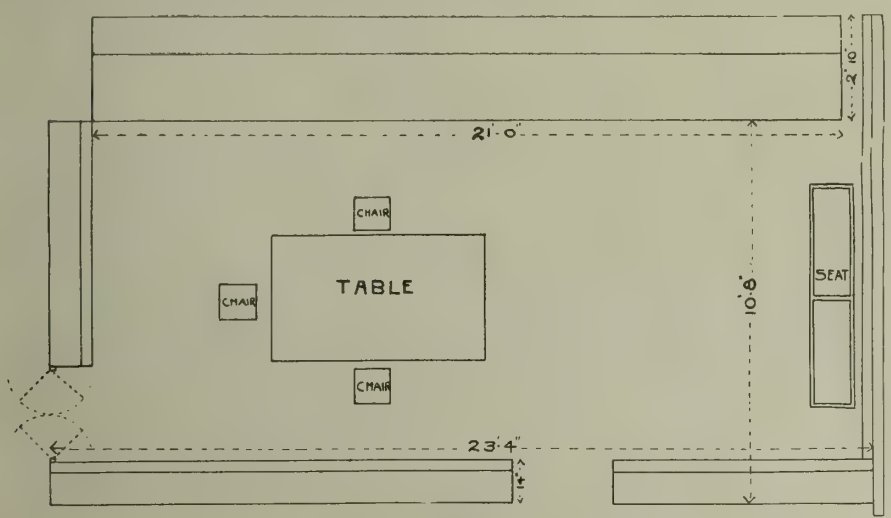
Mr. Westman, senior, has a novel idea which he has used successfully to increase the light in his cellar. The window light was interfered with by a joist which prevented the light from going farther than a few feet so, after experimenting with bright tin and a small mirror, he secured a long narrow looking glass which he set at a proper angle to catch the light and throw it under the joist and to the back of the cellar, by this means improving the light as far as 60 feet from the window.

A false ceiling has been erected over Westman & Co.'s show windows and prisms used to show light back into the store, this with a new metallic ceiling making the store quite bright. Samples of goods are displayed on a green baize covering to the doors enclosing plain shelving carrying a stock of builders' hardware and mechanics' tools.

Advantages of a Builders' Hardware Room

By F. Max Hill, Manager of the James Walker Hardware Co., Montreal.

In writing an article on a builders' Hardware Sample Room, our treatment must necessarily be from our viewpoint, and subject to our conditions. However, there are several points which must be considered by any merchant who is contemplating the handling of builders' hardware: 1st, The desirability of a display; 2nd, how to handle a display; 3rd, Its location in the store; 4th, the amount of space that should be allowed, and 5th, the treatment.



Arrangement of Builders' Hardware Department in the Walker Hardware Store, Montreal.

One of the fundamental principles recognized by all merchants is, that an article must be shown to be sold, and heretofore this principle has been carried out very extensively on everything except those articles that go into the finishing and furnishing of a building.

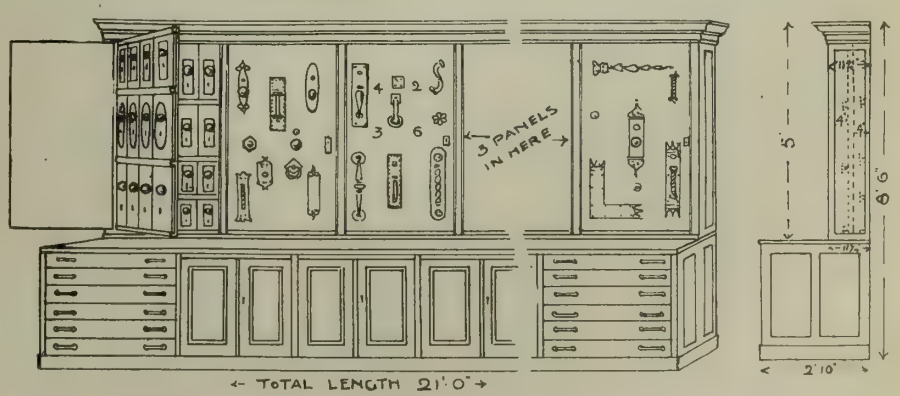
It has been customary to have a few mounted samples lying around on the counter, which become in time, much battered, and marred, and adding to the bad feature in connection with these sets, is the fact that the lock seldom works smoothly. To show other pieces, it is necessary to take your customer from point to point in your store, or even on the stock floors. You open up various packages, and through haste or neglect, fail to return the contents in their original condition, thus parts or screws may be lost with a consequent result of annoyance to your client. Realizing all these difficulties, you naturally come to the conclusion that concentration of samples muct be accomplished, and thus are brought to the second stage of how to handle the proposition.

It has become generally recognized in all trades that some one place or space devoted exclusively to the specialty that it is desired to push, will accomplish the greatest result and if this space can be more or less separated from its surroundings, the better and more striking it is. Note the treatment that your neighbors in the dry goods trade give to their store and try and realize that this is the result of modern conditions and the outcome of much thought and foresight. You then will appreciate your own opportunities and not hesitate to act on them.

Your third step is to consider location, and at once you are brought face to face with the fact that square foot area represents dollars and cents. Forget the latter for the time, and only think of the impression you wish to make on your customers and the eventual result to you in economy of time in handling them. Certain features are essential in locating this space, or room, that is, prominence, light, and accessibility. In our judgment, you should devote space near the entrance of your store, for builders' hardware is an attractive exhibit when handled properly, and the goods being profitable should be pushed to the fullest extent. Another reason for its location as above is, that artificial light does not show the surface finishes in their true color, and it is essential that the goods look the same to your client as when applied to his residence. A mistake often made is to place this room on an upper floor, which has to be approached by stairs or an elevator.

The amount of space that you should devote is debatable. We believe that good results can be obtained by using a space next to a wall, and approximately 12 by 20 feet. Such a space will permit of an exceptionally large display and still leave room for a large table in the centre, three chairs and at one end a settee.

To illustrate our point, we show herewith our wall case, which contains al-



Builders' Hardware Display Cabinet in Walker's Store at Montreal.

most every sample that we carry. The counter portion is 34 inches deep and contains 12 drawers and 5 cupboards. We devote one drawer for locks, putting them into a frame with the faces up, so that they can be seen and easily removed. Two drawers are given to butts, they being placed in slots which receive the leafs, but leave the knuckle projecting above the surface of the wood. We show all types and sizes and finishes that we carry. Two drawers are arranged for door pulls, which are sampled on panels, so that they can be removed for display purposes.

The balance of the drawers are used for displaying closet hooks, drawer pulls, cupboard turns and catches, espagnolettes, pulleys, etc. Above the base we have seven cupboards, each 12 inches deep Each cupboard has two doors, one inside of the other and both pivoted as shown in the sketch.

On the surface of the exterior door we fasten permanently, very ornamental escutcheons and knobs, door pulls, hinge plates or door knockers, in fact, anything in house trimming hardware that will attract the eye and look harmonious. On the inner doors, we place cleats so spaced that we can insert panels containing front door trim, which are easily removed. On the extreme inside we also place cleats which are arranged for inside door trim. Each panel has a label on the back which from the color denotes whether we have same in stock, also the selling prices. By this arrangement of cupboards, we are able to accommodate a large variety and yet occupy but little space. Furthermore, the samples being vertical and in a tight cupboard, do not accumulate dust and hence remain clean. In the cupboards below the counter we have shelves with panels on edge and upon which we mount store door handles.

To separate the space, we have a partition about 4 feet high, formed of palings or balusters with heavy caps above. This serves to make a nominal distinction between room or general store, but not enough to cause any customers any hesitancy in entering and using the room. We have a dark green cork linoleum on the floor of the room to help keep it cleanly, also the furniture is of a special character and is in harmony with the rest of the room.

A hardware merchant cannot invest a few hundred dollars in a way that will bring quicker results than by arranging a room such as we describe. It will mean an expenditure of from $250 to $500, but it will cause more favorable comment and give greater advertising than by any other method.

The Arcade Hardware Co.'s Store at Forest, Ont.

METAL SIDING ON FOREST STORE.

A well known store in Western Ontario is the Hardware Store at Forest, the manager being Reg. Scott. Situated on one of the main corners in town and covered with metal siding the store has a striking appearance, and with a large floor space and four good windows for displaying goods there is every opportunity to catch the trade of both townspeople and farmers. "We have used the Metal Shingle and Siding Co.'s goods on our store and in many stores and residences in town and have found the use of these goods has led to a great many sales. We have had a great trade in metal goods, especially corrugated galvanized iron, having secured all the large contracts for these goods in this locality," writes Mr. Scott in reply to an enquiry as to their experience with this class of trade.

"We change our windows every Monday morning showing seasonable goods. We advertise in the local papers and use large sign boards in the country. Our business is about half cash and half credit and have been very successful with collections. Our special lines are Martin Senour paint, Staunton's wall paper and Ideal wire fence. We endeavor to keep the store very clean from cellar to garret, displaying goods in silent salesmen, we having a large cutlery case in the centre of the store. We keep all seasonable goods to the front and clean them out at very special prices and do not let dead stock accumulate.

"We have found wall paper one of our best lines, carrying a $500 stock and by giving it a share of our attention we clean it out every year selling remnants at any price to clear, two bookstores and one hardware selling the line in opposition to us. It goes well along with paint and makes more paint business. We get the women in our store and I guess wallpaper helps.

"Keeping continually after business," concludes Mr. Scott, "with just dealings, with an attractive and comfortable store, and plenty of stock, is the success of our business."

Cash System Being Generally Adopted

Hardware Merchants in Ontario and Western Canada Making a Success of Selling for Cash—Smart Customer Taught a Lesson by Ontario Hardwareman—Methods Used in Introducing the Cash System and Running a Store Without Books for Credit Business.

By G. B. VanBlaricom.

There is one ideal system in business and that is to buy and sell for cash.

How happy, how pleasant, how satisfactory things would be if every buyer paid spot cash. What a vast amount of expense would the merchant save—no book-keeping outlay, no collecting department, no bad debts, no book accounts whatever—in short, no losses. He would know exactly at all times just where he stood and what he could reasonably undertake—or in other words, how far he could launch out. How many disappointments, how much worry and anxiety, how much loss of time he would escape if every person paid as he went. It would enable the hardware merchant to take advantage of all cash discounts which means that he would be in a position to sell goods cheaper. His best patrons would thus save money as well as himself.

There is no gain-saying the fact that the fellow who pays cash is directly or indirectly handing over a certain amount for Mr. Slow Pay and Mr. No Pay. The purchaser on credit generally gets his goods at the same figure as the cash customer and, where that system prevails, some naturally inquire what use, advantage or benefit is it for the cash customers to hand over his good hard coin? What does he gain over the credit buyer? Apparently nothing, whereas he thinks that he might as well have had the use of his collateral several months. But this is another phase of the whole matter and the cash system is being dealt with more from the storekeeper's standpoint than that of the consumer.

Uncollectable Book Debts.

Mr. Hardwareman, you perhaps have done a credit business for years. Why do you not introduce the cash system? How many thousands of dollars have you on your books that is not collectable, the parties having moved away, disaster overtaken them or some other unforeseen cause intervening? Do you not wish you had that money gathered in? But it is useless to express such a desire, as you know it is next to impossible to get bank notes out of some men. Many who have the money won't pay, and others who would pay have not the wherewithal.

Two hardware dealers from different towns who gathered at the recent Retail Hardware Association convention at Hamilton, were holding an animated discussion on this point.

"My!" exclaimed one, "I have $9,000 book debts, and if I could get this money how many new lines of business I could go into. I would add a large stock of sporting goods and would lay in a quantity of metal roofing, buy in car lots I would also add about twenty feet to my store, as my premises are terribly crowded. I would reduce stock in certain slow-going lines to make room for the rapidly moving ones. If I had that cash * * * * * but there is that if—"

"That's it," replied his friend. "I am clear of all your worries. I do not grant credit at all and, as a result, I always have a little spare money in the bank to avail myself of "snaps" whenever I see a favorable opening."

There may, in certain localities, be special or sporadic reasons why the cash system should not prevail in the hardware trade, the same as there are exceptions to every rule, but generally speaking conditions are the same. It is with the general state of affairs and not upon isolated examples that the experiences, results and benefits of the cash system in this article will be based.

Credit System Defended.

Occasionally you hear a man defend the credit system and he talks along this line: "I lose very little if any money through the credit business—in fact, I prefer it to the cash if I know a man is good pay. I hold the trade of a man who buys on credit whereas with the casual cash customer—well! he is here one day and with some one else the next. You are never sure of his patronage and a cash customer frequently thinks that he should buy at his own price simply because he is paying out money then and there. The cash customer is generally a kicker, and is not willing in many instances to allow a retailer a fair living profit."

The observations may be true to a very limited extent but nine out of every ten merchants who are doing a cash business, will refute these statements as unworthy imputations cast upon honest, square dealing, careful buying farmers, contractors, tradesmen and citizens.

As pointed out, there may be local or individual reasons applicable in general why you cannot do a strictly cash trade, but with fully ninety per cent. of hardwaremen throughout Ontario, there is no real, valid or substantial reason why they cannot do a cash business—so far at any rate as general hardware is concerned. It may not be as feasible to inaugurate spot cash in the heating and tinsmithing departments where contracts are taken or the job is spread over some weeks, but generally the reasons which might here intervene have no direct application to regular hardware lines.

Where, then, is the fault? It is with the dealer himself. He is presumably afraid of losing life-long customers, fearful that the other fellow will spirit them away or else he lacks decision and backbone—cannot say no firmly and politely; in other words he is kinder to the public than to himself.

The hardest word in the English lexicon to pronounce, paradoxical though it may seem, is that little monosyllabic "NO."

Pay Cash for These.

Did you ever hear of a man who thought that he could get theatre tickets and pay for them just when he pleased? Do you ever ask the railway ticket agent to let you have a ticket on time and remark: "I will pay you as soon as I sell my wheat in the fall or receive my money from the cheese factory. Do you read of any individuals getting postage stamps, street car tickets, express parcels, meals at hotels, trips on boats, shaves or shoe shines without paying the price then and there for the privilege or service. Why then should persons, well able to settle for goods, get axes, shovels, rope, wire, paint, putty, glass, nails etc., on credit? No reason whatever if the dealer makes up his mind that he is not going to allow an ancient, timeworn, obselete system to go on any longer.

A frequent excuse given by dealers against changing from credit to cash is that farmers cannot pay every time

when getting goods. The fact is that they can pay better than any other class. Did any dealer ever know of farmers selling their grain, hay, horses, cattle, chickens or anything else on six months' time? And yet, if you permit it, farmers will ask you to sell them your goods (which represent cash, labor and raw material, just as much as their produce does) on credit, to be paid for when they feel like it. It is not a fair division of burden, and dealers who give creedit carry the heavy end.

An absurd practice quite common among country retailers is "carrying" the farmers from spring until fall, and when Mr. Farmer "pays up" make him a present. He has not done the retailers any favor, but rather the retailer should receive the tribute for carrying the account without interest for six months. A "good" collector will impress upon the customer in a nice way so as to cause no offense that the customer is the favored one and make him so appreciate it that he will continue trading there. If any one is to have presents it should be the cash customers. Some hardware retailers buy half a gross or more of good quality pocket knives for the farmers, to give out when they "pay up" in the fall thus paying a premium in the fall for carrying the account without interest, to show how the "carrying of the account" is appreciated, instead of the farmer showing his appreciation for having the account "carried" and for favors extended.

Credit business or cash business is but a matter of education. If a farmer has been taught he can buy goods on long time he will continue to ask for credit, even with money in bank or in his pocket. And this same man who has been educated to credit will not pay for his purchases until forced to do so. On the other hand, if a dealer has established a reputation for selling only for cash, no one asks him to extend credit. Men who want his goods always manage to have the necessary amount of cash, or are willing to give a bankable note when purchases are made. A credit-giving dealer is asked to sell goods as close as competing cash stores and mail-order houses. Customers who want credit in most cases demand cash prices.

Grocers Get the Short End.

James Chalmers, Palmerston, Ont., had all the hopes and fears, the doubts, dispairs and misgivings that any man ever had before he entered upon a strictly cash system. To-day he would not return to the former order of things for $1,000 in cold cash. A strange feature about it all is that a few weeks after he dispensed with credit and nailed "cash" to his mast, his competitor, who, at first, had declined to join in the move, followed suit.

Mr. Chalmers was one of the happiest men at the recent hardware gathering in Hamilton. "Why," he said, "do you know the grocers of Palmerston are berating me. They say, 'Chalmers, you are a corker.' A farmer will come in to buy groceries and tell the grocery man that he will have to charge the goods as he (the farmer) cannot pay. The grocer will look up in surprise and the yeoman will observe: 'Of course, I have a little money, but, as I have to get some hardware before I go home you will have to give the groceries to me on time. You know that hardware is cash.' And the poor grocery man sighs and wishes just then that he were the lucky hardwareman across the street."

Taught Customer a Lesson.

Not long after he began the strictly cash basis of business there were three or four customers seated around the stove talking one evening when a customer entered and asked for some rope. Mr. Chalmers cut off the desired quantity, wrapped it up, and laying it down on the counter, said to the man whom we will call Cook, "That will be a quarter, please."

"Oh, that's all right," jauntily rejoined Cook, "just chalk it down."

"Oh, no! Things are different now. I am doing a cash business," declared the dealer."

"Oh, well," observed Cook, "this little matter won't hurt your system."

"But you can't take that rope until you first hand over twenty-five cents. I treat all alike. Do you not see that sign up there? 'We do not give credit. Please do not ask for it.'"

"Oh, that's all right," quoth Cook again with a knowing look to those around the stove, "I have seen signs like that before."

"Well, I mean just what the sign says," continued Mr. Chalmers.

Cook threw down the rope, declaring, as he made his way to the door, that the hardware dealer was the meanest, tightest and smallest-minded man he had ever run across. He continued his tirade of abuse amid oaths and curses, Mr. Chalmers keeping his temper all the while. As he got near the street, in the midst of his denunciation, the attiude of the rope buyer seemed to change suddenly and he said with some pride, "I have no use for you and your cash system, Chalmers, when you will not trust a man with twenty-five cents worth of rope. D—— you anyway! I am not like a man who hasn't a quarter to call his own. I have money and don't you forget it." And with this remark he threw down the amount of the purchase on the counter.

Mr. Chalmers reached out for the coin and leisurely put it in the till. Taking the rope he threw it to one corner of the store behind the counter.

"Give me my rope," demanded Cook.

"I will give you your rope if you call around in four months' time," coolly asserted the retailer.

"I want it now," shouted Cook. "I have paid you your money. What more do you want. Do you want rope and money too, do you?"

"No, not just exactly," rejoined Mr. Chalmers, "but, as I told you to call around in four months and I will give you the rope, but not to-night!"

"I want it now—this minute," ejaculated Cook. "I can't wait four months for it. I have given you your money and what more do you want anyway?"

JAMES CHALMERS, PALMERSTON.

Whose Amusing Experience with a Customer Who Wanted to Buy on Credit is described on this page.

"I will do just exactly as I said," firmly continued the hardwareman. "Call around in four months and I will hand you the rope."

Cook gazed in astonishment and, evidently catching the meaning of what Chalmers was doing, exclaimed in a passion, "Chalmers, that is the meanest trick you have ever done in your life."

"I know it," calmly acknowledged the merchant. "But look here, Cook, that is the way you have been serving me for years and I have not uttered a word of protest. You would come into the store, get some little article, walk

out, and, in many cases, I have had to wait four months and longer for my pay. As long as you did it it was all right, so you thought, but now, that the shoe is on the other foot, you squeal and call me all sorts of names when I ask you to wait four months for your goods after you have paid for them, but I could wait that long and much longer, and of course it was all right. It seems to make an awful difference with you when our relations are reversed. No sir! the days of credit in this store are done and everything is cash from this out and you may as well understand it first as last."

Mr. Chalmers then walked to the back of the counter and got the rope from the spot where it had landed when he first declared Cook would have to wait four months for the article. He shoved it over the counter to the man who had created such a storm about paying twenty-five cents for it on the spot. Cook took the rope and, hanging his head with shame over the fuss he had made and the bitter language he had used, he made for the door, speaking not a word. He probably had a vivid object leesson on how he had been treating the hardware dealer all these years.

Over $7,000 on Books.

Speaking of how he introduced the change from credit to cash, Mr. Chalmers said: "I was losing money heavily and I came to the conclusion that I would have to do something or get out of business. It was not that I was not seelling enough goods, but I was not getting in the money for them. I sat down one night and thought the whole thing over and, with many apprehenesions, decided that I would start the cash system of doing business. I had over $7,000 on my books. I simply was up against it and had to get money. I had read several articles in Hardware and Metal on the cash system and went up to Kincardine to consult a hardwareman there as to how he had introduced the change from credit to cash and how it worked out. I got many pointers and came back to Palmerston fully determined to begin. That was a year ago last December. I made up my mind to keep a stiff backbone and inserted advertisements in the papers to the effect that I would begin the cash system in two weeks' time. I also told my customers of my intention. Some thought it would be a good thing, others smiled indulgently and a few doubted if I was really in earnest. On the last day previous to the introduction of the cash system I did about $440 worth of business, over $400 of which was credit and the remainder—$40—cash."

"The next morning I went to the shop with some doubts about the wisdom of the move I had made but fully determined that, having put my hand to the plow there would with me be no turning back. I was resolved to go ahead at any cost, knowing that circumstances could not be much worse. I naturally expected a falling off in the volume of trade—how much I did not know. I only knew that I was on the cash line and there I was determined to stick. Well, after the first week or two I opened my eyes when I found there was practically no difference in the amount of goods I had sold and I came to the conclusion that most of our difficulties are a deal worse a distance off than when we approach them. I steadily refused to extend credit to any one and treated all alike, no matter whether rich or poor, good pay or slow, it was all the same to me. A strange fact occurred here that my opponent, who had refused to join me in the move, also inaugurated the cash system about a month after I did. Where we were scarcely on speaking terms, now we are the warmest of friends and are both in attendance at the convention. And the cash system evidently brought this about for we realized that our interests in this respect were mutual," continued Mr. Chalmers. "I have now had the cash system exclusively in operation in my store for about fourteen or fifteen months and I tell you honestly that I would not go back to the old order of things again, not if a man was to offer me one thousand dollars in cash at this present moment."

"At first, in order to induce the people to pay cash, I gave a five per cent. discount on all goods. This reduction got things going nicely and then all was smooth sailing except in a very few instances. Since I began the cash system I have been able to take advantage of all discounts given the trade—a thing that I was never able to do before and I am selling goods below what I did in the old days of credit because I can afford to give my customers the benefit. At the same time, I am making more money for myself. I tell you honestly, I am a happy man now. I have money in the bank to meet all demands, and the life is not worried out of me thinking of where the cash is to come from to meet my bills. I have been able to take a large sum out of the bank for personal expenses besides—a thing I could never do when selling on credit. I paid out $890 the other week in one cheque for binder twine, whereas I formerly had to settle as best I could, because the farmers owed me for the twine. Things are different under the cash system."

"With eavetroughing and other contract work," went on Mr. Chalmers, "my customers know that this means cash just the same as goods in the store. I know before hand about how many feet of eavetrough will be required for the job, and I give the foreman a card on which this is stipulated. When he is through he fills out the time taken for the work and material. The man getting the job done settles with the foreman, then and there, and receives a receipted bill, or, if he is not at home, the statement is left, with the distinct understanding that he will pay it the first time he is in town. He invariably does so as the farmers know that when I say cash I mean cash—and not time, and I had no difficulty in collecting my money as soon as outside work was done. If it is builders' hardware, and it is not known exactly how much will be required, I have the buyer sign a contract to pay me on a certain date for all goods got up to that time. This I present and get the cash for on the day specified. With carpenters I make them sign a note which I can deposit in the bank at the end of each month. Large contractors sign a contract to pay me on completion of a house or barn; or, else we set a time when they are to give me money for all the goods got up to that time. This agreement is in writing—no promises. Sometimes I take a note—it all depends on what the contractor prefers—and this I hold and am able to realize on at the bank. I keep no books whatever, and since doing a cash business I have been able to do without a girl in the office and am saving several dollars a week in wages. I might give you many more facts and advantages of the cash system, but I have already talked too long," declared Mr. Chalmers. "I want to add that I would sooner go out of business than revert to the old order of things."

Other Ontario Experiences.

D. Brocklebank, Arthur, started the cash business on the first of April last. He got out a booklet announcing the fact to all his customers and also inserted announcements in the newspapers, making the fact known as widely as possible. Many old accounts on the books have since been collected. The inauguration of the cash method did not come as hard as he had expected, merely requiring a little stiffness and firmness at the start. "But we have got our business to-day where we give no credit in hardware. In plumbing and eavetroughing, Mr. Brocklebank does not take a man's order unless he is prepared to pay cash when the job is completed. "Our business during the first month that we adopted the cash basis," continued Mr. Brocklebank, "showed a falling off of about five per cent., but

in November, December and January last it showed an increase. I would not go back to credit. It is much easier doing business on the cash basis and more satisfactory, especially after the first six months."

A. R. Dundas, of Cobourg, is a firm believer in the credit business as the dealer gets greater profit. A merchan had to be careful to whom he gave credit and watchful in the collection of his accounts. "I would like to know," he continued, "how you are going to do a strictly cash business in the heating and stove line. You send your men to put up a stove and the party who gives you the order, is not at home when the job is finished. How are you going to get spot cash in that case? I have been in business for eighteen years and I do not think in all that time I have lost $500 in bad accounts and I know that I have made more by the credit system than I would have under the cash. I have made a bigger margin on goods sold on credit than on those sold for cash. As I said, you must be careful to whom you give credit and be watchful of your books and accounts."

Lost the Builders Trade.

Fred. G. McBrien, Toronto, read the articles in Hardware and Metal of March 21, 1908, advocating the cash system, and, having $15,000 on his books and a dull year in prospect, he decided to make the plunge without delay. In April he notified all his customers that in future no goods left the store unless paid for. It was hard, he says, to close down on the builders who owed him money, but he decided that he must treat all alike. Mr. McBrien's business was largely in builders' hardware and supplies, as is instanced by the fact that he placed an order for $1,700 worth of nails in June, 1907. How did the change from credit to cash affect this trade? It sent it elsewhere as in 1908 his nail business was not much more than one-tenth the volume done in 1907.

"I dropped the builders' trade and commenced to push specialties and housefurnishings," said Mr. McBrien, "and I found I could make three or four times the profit in addition to getting cash for my goods. Then I devoted my attention to making collections and kept buzzing about the men who owed me as a bee hovers around a clover field. I took some vacant lots from one builder and I got others to build some cottages for me. I got another to paint my home. Another gave me some diamond rings and one paid my life insurance for three years on a house deal he had with an insurance agent. I did everything I could to clean up my books and now have only $2,300 left uncollected. And during the year I only had one 40-cent brush go out without the cash. I used to keep a girl to attend to the books and I've saved this expense during the past year.

"Then I have never lost a cash discount since I started selling for cash only last April and now I am planning to enlarge the store and add good lines of cutlery, sporting goods, enamelware, refrigerators, washing machines, and a complete stock of screens. I had no money to build additions when I was selling builders' hardware on credit.

"My store will be 140 feet deep and as mixed paint is my best selling line, I will put my paint department near the back so that customers will have to pass the other counters before getting what they want. In this part of the city most of the people are mechanics who are

FRED G. McBRIEN, TORONTO,

A Youthful Merchant Who Has Successfully Adopted the Cash System.

building their own homes and they do their own painting."

Mr. McBrien is an enterprising young man 22 years of age, he starting in business when he was 17. In addition to his retail business he takes an active interest in politics and has twice come within a few votes of election to the City Council. Now he is planning to launch out as a manufacturer and is erecting a factory 60x100 with two storeys, which he will equip with machinery to make wire nails and probably tacks. The factory is located on a site adjoining the C.P.R. tracks and will commence operations during the coming summer.

Some Strong Cash Arguments.

A. C. Gourlie, Wetaskiwin, Alberta, who in April last decided to give up the credit business and go in for cash alone, got his idea from reading Hardware and Metal. Previous to adopting the new system, Mr. Gourlie sent out the following circular to every one of his regular and probable customers:

> Dear Sir,—On and after May first next we are going to change our system of business by doing away with all credit and installing a strictly cash system.
>
> After years of experience by merchants who are doing only the cash business they find that the customers are better satisfied, for a few of the following reasons:
>
> 1st. If the merchant gets cash for his goods, he can pay cash for same and save the cash discount. Therefore he can give the customers the benefit of the discount.
>
> 2nd. The cash system will enable you to buy your merchandise much cheaper in our store than you can from the catalogue houses in the large cities.
>
> 3rd. The customer has the advantage of selecting his goods right at home thus saving errors which often occur when buying by mail.
>
> 4th. Under the credit system the Good-Pay-Man has to make up for the losses of the Poor-Pay-Man and also for the man who does not pay at all. Therefore under the cash system every man is on the same basis.
>
> 5th. There are many other advantages to the customer and merchant. The difference between our cash and credit prices will range all the way from five to fifteen per cent.
>
> We are going to mark our stock down to the lowest possible cash price.
>
> By this cash system we can cut down expenses, do a safer business, and therefore save the public money by trading in our store.

Many Inquiries Received.

Hardware and Metal has received numerous inquiries, particularly from the West, as to how to go about starting a cash system, what methods to employ, etc. These queries have been pretty well answered in the foregoing interviews. As to whether a man can do a strictly cash business in Alberta one dealer writes: "I would like your advice and opinion on this question. Can a strictly cash hardware business be carried on in this Province successfully? This is a new settled country and has not some of the advantages of an older one as farmers are not as a rule so well to do."

The best answer that can be given is that each man will largely have to determine matters in his own individual case and size up the situation carefully. Once having begun a new order of things the inaugurator should never

turn back. A good safe rule to follow is: "Be sure you are right and then go ahead."

How System Works at Goderich.

M. W. Howell, Goderich, is strongly favorable to the cash system. He says: "The cash system was started by my predecessor, but from my observation it was was not lived up to very closely. I find now that while we do not do a strictly cash business that the long credit system is very much a thing of the past. Some of our accounts have stayed on our books for more than the current month for simply lack of time to give towards collection.

"Things are a great deal better than they used to be. I do not think it wise to make a hard and fast rule that no goods shall go out unless the cash is paid down. When a customer asks us for credit, we look him over and usually we know something about him. Our question to him is what amount do you want and then we want to know when he can pay. We let him say his time. If it is too long we cut it down to what we can do. Then we note this on the account, and if not paid promptly we follow our customer up. We get a note as often as possible and make a difference in price for extra time, and cover discount on same. I strongly advise showing as often as possible the advantage to the customer of paying cash."

Other Experiences.

H. J. Morden & Co., Colborne, Ont., give to every customer a ticket on each dollar's purchase. This ticket is worth five cents in trade at their store. They would not think of reverting to the old system. At the time of starting this method nearly two years ago, they also offered five per cent. discount to every person who called and settled his account before June 1, 1907.

A. E. Code, Morden, Manitoba, began the cash business in March, 1907. He rendered every account on his books to show that he meant business. At first the situation was rather odd. "We held our old customers pretty well, but some took offence," says Mr. Code. "There is nothing in the credit system except emptying your shelves and waiting entries upon your books. Under the cash system all are treated alike. Refusing to sell a man under the credit system is the same as telling him he is dishonest and incapable of paying and practically an insult. When you have the cash basis the man recognizes that he is up against a system. It is less awkward to refuse under cash than credit, and you must draw the line somewhere. Many dodges are resorted to to get credit but you will soon get on to them all."

H. T. Kirk, New Westminster, B.C., writes that there are wide disparities of fortune among the buying public and that makes it hard for the merchant to carry out his credit system thoroughly. How often a small buyer will purchase on credit, then when the bill is presented will find fault and go elsewhere. We make no exception in the matter at all. We refuse credit to all alike."

Could Get Along Without Credit.

Two years ago Theodore Miles, hardware dealer, Kamsack, Sask., adopted the cash system and has had many customers tell him that they are glad he started for they have been able to get along nicely without credit."

"I insist on getting cash from every customer," he writes, "and I can see no reason for making any exceptions. I would not make an exception for a man who is unable to pay and I see no reason for making an exception for the man who has the money. The better the customer the more reason why he should pay at once. I adopted the cash system on my own initiative and had no agreement or understanding with my competitors."

Some General Conclusions.

Thus Hardware and Metal might go quoting from the experience and insight of hardware and other merchants in various parts of the country. With scarcely an exception, those who have struck out boldly and embarked on the cash route, have never expressed a desire to return; neither have they suffered from loss of business. On the contrary, many bear evidence with respect to the increase in trade. It requires strict impartiality, ability to adhere to a decision and a little vertebra, but after the first few weeks it is plain sailing, though often the worst storm is encountered shortly after leaving port.

Every move in business is slowly but surely confirming the soundness, sanity and superiority of the cash system. For much of the educational work the mail order houses are responsible. They have educated the farmers to pay cash, and in order to prevent their business slipping away, the retail hardware hustler has found that he too had to modernize his system, pay cash and get cash for his goods, take advantage of every cash discount and sell at a reasonable price, turning his goods over quickly and keeping his stock within reasonable bounds.

This is the up-to-date system and the business man, in a progressive centre, has to be up and doing if he wishes to survive. If as much attention was devoted to buying, window dressing and advertising as is directed in looking after the books and collection of accounts under the credit system, what a change would result and how much more beneficial the effect. Advantage after advantage might be enumerated in favor of the cash method, but all these have been fairly well viewed in the foregoing references.

All Depends Upon Firmness.

In inaugurating a change from cash to credit some hardware merchants have endeavored to get their competitors to enter into an agreement of mutual interest, but whether he is acting with others or himself the merchant must have backbone. The way to begin a cash business is to announce in the press and by printed letter to all customers that on and after such a date all sales will be for cash only. It is also advisable to have placards to this effect conspicuously displayed in the store. In making the proclamation the rigid nature of the rule should be emphasized—at least no loop holes of doubt should be left. Stress should be laid upon the fact that by buying and selling for cash, no bad debts will be incurred and patrons will be given better value for their money. All sorts of dodges will be resorted to at first by wily customers to obtain credit, but the hardware merchant has only to stand firm in every case and these difficulties will soon pass away and undesirable or unprofitable customers be weeded out.

Each year witnesses more and more retailers adopting the cash system. They will all come to it in time. The credit system is antiquated, effete, obselete, unsatisfactory in character and unprofitable in results, is, generally speaking, as the stage coach is alongside the swift-moving express train; or the slow ascension of stairs by climbing when a rapid elevator is ready to lift you to the highest flights. The cash system is the elevator which to-day is boosting the standard and tone of business and placing it on a plane where there is discernable that port to which all business men are sailing—the port named—"SUCCESS."

It is a good plan to always have some reading cards presenting the good qualities of the goods displayed or of the policy of the store in each change of window.

If possible show the actual merits of the goods you sell. For instance, take an old kitchen or butcher knife that has been ground down to a thin back, give its approximate age, when bought of you, etc. Lay it beside a new knife of the same size and make. Call attention to the price and quality. Such simply displays make the most effective selling arguments for your goods.

The Value of Newspaper Publicity

Special Sales Advocated to Develop Interest in New Stores—Experiences of One Man Who Made Good—Should Change Ads Regularly and Not Be Afraid to Quote Prices.

By W. F. Ralph.

The gist of a great many retail hardware advertisements appearing in Canadian newspapers might be summed up like this:

> "Brown & Smith. We carry a complete line of hardware, stoves, etc."

Now, the question is, does it pay to spend money in giving such a piece of commonplace information to the public? That much is generally taken for granted. People expect that a man in the hardware and stove business will carry a full line of hardware and stoves—what's he in business for?

The statement of such an obvious fact has little in it of suggestion—which is the vital spot of good advertising. It may, indeed, have enough of suggestion in it to remind a man who knows he needs a saw that he does need a saw. But to the man who has not got a saw, and has to borrow one from a neighbor whenever he wants to cut a board, it conveys no suggestion that it's up to him to buy a saw.

General statements in a retail advertisement have little selling value. The thing that pulls business—that never fails to pull—is a distinct offering or suggestion of real value.

Offer a bargain, and watch the people respond! In a general way, the cutting of prices to any large extent is an evil thing. All the same, an occasional cut on one or two lines as the basis of an advertisement, with other lines going at the usual prices, will give surprisingly good results. People come for the bargain; some of them go away with it and nothing else; but many buy the bargain article and a number of other things as well.

Special Bargain Sales.

As you well know, large city stores have a regular bargain day each week which people have been educated by advertising to expect as regularly every week as the arrival of Sunday or any other day. And these bargain days are the real thing, the special prices advertised are really special for that day only. Otherwise the people would find it out, because "you can't fool all the people all the time."

Special bargain sales are quite as feasible and possible to the hardware merchant in the small town as they are to the big departmental store of the city.

A writer who has made a distinct success of the hardware business in a town of eight thousand people, against the competition of several stores which had been established there years before his arrival on the scene, gives some of his experiences in the conduct of special sales. He asserts that his success was accomplished by doing things differently. Without in the least "knocking" his competitors, and without introducing general "cut-price" methods, he succeeded in out-distancing his competitors a long way in the race of business.

Must Not Misrepresent.

His policy was, "Money back if not satisfied," and he lived up to it; but he took care never to misrepresent his stock. He was truthful and his advertising was full of concrete facts. He opened his store with a special sale of granite coffee pots, bought specially at auction for the occasion, upon which his net loss was six cents per pot. But the sales along regular lines, at regular profits, more than made up his loss. He advertised that he would give away ten dollars' worth of goods to the person whose name appeared on a card to be drawn on the morning of opening, printing a coupon blank in his ad, which was to be filled in and mailed to him by those desiring to enter. The first card drawn in the morning got the ten dollars' worth of goods. His special coffee pot sale filled the store and the sidewalk outside with women, and every one of the 200 coffee pots was disposed of.

From time to time after his successful opening he advertised special bargains and in every case his efforts were crowned with success. Apropos of special sales he says:

A properly-timed, well-advertised, real, live, special sale, will in most cases accomplish a two-fold purpose. First, it brings the store prominently before the people; second, it gives your store an added prestige and leaves the stock and room fresh for the new stock that is constantly appearing. But to successfully operate a special sale, it must be borne in mind that the sale must be special in the fullest sense and meaning of the word. The hardware dealer must preserve his reputation on those special sale occasions as well as in the regular course of business. Therefore, if you expect to operate a special every now and then, you should educate your trade to look upon them as real, live "special sales."

Another very necessary thing in successfully operating special sales is that of display. In making your store ready to impress properly those who respond to your advertising and accept your invitation, do not overlook the importance of your store and show window arrangements. The modern way of retailing hardware is to ask people if they want to buy—not only by means of spoken, printed and written words, but primarily by a tasteful display of your goods. The ideal hardware store arrangement is the one that comes as near as possible to showing all one has for sale; that not only shows all the goods, but that shows the goods so arranged and displayed as to suggest new wants and needs to all who enter your store.

And so it is also with your advertising. Correct special sale advertising must go further than mere price and description. Most people only wake up to the fact they want a thing when they actually want it. Special sale advertising of the right kind must have what psychologists call the "direct command"—go-and-buy-it-NOW arguments. It should not only describe the tools, but put them in the readers' hands and get them started and show him how well they work.

Special sale advertising that appeals only to immediate needs and desires is just skimming the cream of the demand—selling only to people who are right up against their needs and not able to get along a day more without the article. The present attitude of the average man and woman is one of economy—of getting along with as few things as possible.

Bought for Special Sale.

Therefore, your special sale advertising must not only describe, but also ask the reader if he intends to borrow tools all his life, or to do without tools when he can buy a complete assortment for the price of a saw alone.

On account of the quantity of tools, it was a condition of my order that the tools would be packed, each assortment

in a separate pasteboard box, with an appropriate label on each box, and in addition I was to receive the loan of 100 empty boxes for display purposes, and during the special sale day one show window was entirely given up to displaying these tool assortments.

This window was arranged as follows: For the sides and background I built a wall of the empty boxes two feet high. For the centre piece I erected two pillars made out of the empty boxes. This was done by placing one empty box on top of another to the height of three feet. These pillars or columns were then placed at angles to each other in the following shape Λ; on top of one of the columns was grouped a row of hammers, and on the other a line of rules.

In the bottom centre space of the angle I placed a pile of the carpenter's pencils.

In front of the column I then grouped a row of the awl and tool sets, alternating with the handles and tools, the latter grouped in a semi-circle.

At the front end of each column, facing the sidewalk, I hung a saw. In the top centre space, between the two columns, I placed a card sign with the following in large, distinct lettering:

DON'T BORROW THESE TOOLS AGAIN!

5 Tools for the price of a Saw alone.

1 Good Saw . . .	All for
1 Good Hammer . .	
1 Boxwood Rule . .	$1.50
1 Awl and Tool Set	
1 Carpenter's Pencil	

On sale Saturday only as long as they last.

In presenting this tool assortment to my customers my method was something like this. When a customer came in I would pick up the saw and while showing it up I would say to him, "Now, the regular price of this saw is $1.50; but to-day I am offering the complete tool assortment for the price of the saw alone." Continuing, I would proceed to give him a talk on the convenience of having the tools nicely packed in a neat box, so they would always be handy when wanted.

Sold Thirty Dozen Tool Sets.

The sale took instantly and about 4 o'clock I was entirely sold out, but continued to take orders until 10 o'clock that Saturday night, each customer being required to leave a deposit of 50 cents.

I sold, all told, 30 dozen sets or 360 tool assortments. They cost me $12.96 per dozen and yielded me a net profit of about 40 cents per set. All in all, this was one of the most successful sales I ever conducted, from a profit standpoint.

I think one trouble with the average retail hardware man is that he is somewhat timid about talking enthusiastically about his goods. He seems to think it will get him into trouble. There is no way that I know of for a new man to secure confidence quickly as to make the statement that if the article is not entirely satisfactory and exactly as represented, it may be returned and the money refunded. I would strongly urge every retail hardware man to adopt this policy. It may be some consolation to you to remember that experience shows that the more quickly and cheerfully the money is refunded in the first few instances, the sooner the requests for refunds become few and far between.

A good special sale is a powerful "Sales Mogul," but not a "Cure All." It will not cure poor management, neither will it stop poor buying wastes, and except in special cases, it will not indefinitely continue to sell inferior goods. But if rightly advertised, it will spread the merits of your proposition; it will bring your store to eyes no matter how distant, and in that way make your goods accessible to your trade and multiply your business; in a nut shell, it will help to bring you and your trade together.

Never Repeat Ads.

The most successful merchants are those who make every day something of a special. They never let the same ad appear twice running. They never let an ad go to press without making some definite suggestion, or without stating prices on the lines offered. Take the Mathewson ad here reproduced. Think how lifeless it would appear if the priced items were omitted. It would

Reduced From Two-column Size.

contain little of suggestion. This is a good ad, generous in size, well written and well set up.

Probably the reason so many badly written and badly composed ads appear is because the advertiser does not attach sufficient importance to their preparation, and leaves it off until the publisher makes the last call for copy and the ad is thus hastily written and no time is left for the submission of a proof from the compositor.

The mere writing of an ad should consume very little of a merchant's time if it is written with the mind made up about what to advertise. Careful consideration should be given to a proper selection of the lines to be offered. Once this important item is attended to the subsequent writing of the copy for, say, a ten-inch, double-column ad, will not consume more than half an hour of an intelligent person's time.

Advertise as You Talk.

After you have made your selection of offerings take a piece of wrapping paper and a pencil and imagine you have a customer in front of you, and write down your remarks. Deal with one article at a time. Supposing the articles you are going to advertise consist of food choppers, graniteware and washboards. Start telling the features of the food choppers to your imaginary customer, something like this: "These choppers are very simply made, consequently easy to take apart and clean. The knives are self-sharpening, and there are four sizes of knives with each chopper. A very handy thing for the kitchen, is a food chopper, saving waste by making dainty dishes possible out of scraps of food that you might otherwise throw away. And the price—just $1.10 each."

Follow the same tactics with the graniteware and the washboard. When you have completed this, read it over carefully and see if you can make yourself more intelligible by altering, inserting or omitting a word or two here and there. Then compose a suitable headline or opening sentence, or both, such as: "Interesting to Housekeepers. Here is an opportunity to secure some excellent values in kitchen and laundry utensils. Read the list and note the prices; and, remember, we guarantee the goods to be satisfactory in every way or we will cheerfully refund your money."

Underline the words you desire to appear displayed—generally speaking, the headline, the names of the articles and the prices will be quite sufficient display.

Then send your copy over to the newspaper office and ask for a proof. When the proof comes, examine it for errors and see that it is neat and attractive in appearance and properly displayed. If there are any errors note them on the margin and return the copy with a request for another proof. When the proof returns with the errors corrected mark it "O.K." and send it back to the publisher.

Attend to these little details in plenty of time and you will find that very little time is consumed in doing it and your advertising will certainly bring results.

Scott, The Master Merchant

Proprietor of General Store in Wisconsin, Provides Rest Rooms for Men and Women and Stables for the Farmers' Horses—Believes in Service And Advertising.

By Thos. Dreier.

George E. Scott, of Prairie Farm, in Northern Wisconsin, six miles from a railroad, has built a store the like of which can be seen nowhere else. Thirty thousand dollars was its cost, and it was built in the centre of a three-acre plot of ground upon which many hundreds of dollars were spent in landscape gardening. The store itself resembles a California mission, and one looking at it would take it to be a library or some college building. Yet it is "just a country store"—a place where men and women and children are sold the necessities, and a few of the luxuries, of life.

Scott preaches his business gospel from this text: "Quality of Goods and Excellence of Service." To him the mail order bugaboo does not exist. He gives satisfaction. And, you know, the merchant who wraps every article in satisfaction most certainly makes of each customer a link in an endless chain for the bringing of more customers.

In the Scott store special rooms are provided for customers, in which the women may lie down and rest after their long drive across the prairie, and where the men may gather and talk as men somtimes like to talk. In the women's room is found hot and cold water, towels, books and magazines, couches, easy-chairs—everything that is needed for the comfort of those hard-working women of the farms. The store itself is airy and light and clean. No posters desecrate its walls. Its floors are always clean. Behind the store is a barn in which the teams of all customers are sheltered free of cost. Around the store are no posts to which unthinking farmers may tie their beasts in the winter cold.

Guide to Customers.

And the result of all this is that Scott gets the trade and is making money. He finds it pays big dividends in dollars and cents, not to mention the satisfaction which comes to a man who is engaged in doing certain work better than it was ever done before. Scott has been sent to the Legislature year after year without a single vote registered in opposition. What a record for a successful business man! To his customers he is a guide, philosopher and friend. To him they tell their troubles, and from him they get help.

Let merchants everywhere learn the lesson that Scott teaches so successfully. Let them all learn that the only reason mail order houses succeed is because there is a need for them. If country merchants can serve their customers better than mail order houses can serve them, and if they advertise so that the home folks may know of this service, the mail order houses will be forced to quit. Let us not fear to look this matter squarely in the face. The mail order houses have not all the good on their side. Neither have the smaller merchants. Both can improve.

The question before us then is: Will the merchants improve enough to overcome the lead which the mail order houses have undeniably secured? Scott did. He won and is winning. "Service"—in this sign he is conquering.

STORE PAPERS.

Many retail merchants find it of advantage to issue store papers in which they advertise their stores and business more extensively than is possible in a local newspaper. It is best to devote part of the paper to interesting reading matter of a general nature and to fill up the rest of the available space with advertising, store notes, etc. Stories, poems, anecdotes and other interesting matter may be obtained either in plates ready for the printer, or the paper may be ordered partly printed with this matter and partly blank for the advertising matter.

In many cases it is advisable to publish in every issue items about people, and other local happenings. Anything which will cause the people to read the paper carefully and afterward preserve it for future reading makes excellent material for the general interest pages.

The advertising portion may be partly in display and partly in the form of reading matter describing goods for sale and above all quoting prices on them.

As in every other kind of advertising the value of a store paper cannot be judged from a single issue, and no merchant should begin the issue of such a periodical unless he is able to continue it for a sufficient period to test its value.

It's easier to make a bluff than it is to get other people to stand for it.

Most men are cheerful givers when they have a chance to hand out advice.

Every time the average man makes a fool of himself he proceeds to advertise the fact.

The man who does nothing puts it all over the rest of us in one respect. He never makes a mistake of any consequence.

Hardwaremen Live Window Trimmers

Enterprise Shown by Hardware Clerks Throughout Canada in Arranging Novel and Attractive Displays—Western Canada Hardwaremen Particularly Active in This Form of Store Publicity—Illustrations From Digby, N.S., Bracebridge and Acton, Ont., Regina, Medicine Hat, Macleod, Revelstoke and Vancouver.

Systematic Display in Vancouver Store

Displays Changed Weekly With a Special Window of Tools Every Saturday Afternoon—Monthly Feature of Builders' Hardware — Sporting Goods and Other Seasonable Displays.

By R. B. Bennett.

That window displays are a necessary adjunct to keeping store and are direct business getters is now recognized in all lines of trade. They are on a par with newspaper advertising if conducted on the same principle. What people want to know is the price of a certain article at a certain time. If it meets their present demand, and the price is satisfactory a sale results. There are few people who have not some "want" on hand, and if they see the opportunity they buy. Whether the opportunity is displayed in a newspaper or in a window makes little difference. The window has the advantage in that more space is offered in which the article may be shown, instead of an illustration, and with the price tag affixed a prospective buyer may at once see if it suits. Even in the hardware business there is abundant room for display, and the success which has attended systematic display by J. A. Flett, Limited, Vancouver, shows what can be accomplished.

The windows of this company are not particularly large, being ten feet wide by five deep, but the displays are arranged with particular care, are attractive, and every article is priced. They are just the same as posters. They may not reach as many people as a newspaper, but the cost is at the minimum and being on one of the principal streets thousands view the display in a week.

Display windows on the coast, following perhaps the styles in vogue in Eastern cities, are arranged with the door in the centre, on a line with the rear of the windows. This gives good light and view space for either side. Another innovation is now being made by those who have large fronts, and which is possible only in such cases. This is to have narrow show windows on either side, while in the middle is a rectangular space, glass enclosed, with a traveling space all around. This furnishes a view from all sides and is especially desired by the purchaser. Doors are on either side, so that the display is forced on the view.

As this style requires considerable room, it is not permissible in the hardware store of J. A. Flett, Limited. Still, very good utilization is made of what space there is. With two windows, ten by five, one on either side of the door aisle, one is reserved for displays of sporting goods. For instance, in one week during the latter end of February was an exhibition of old army rifles. These attracted a great deal of attention, being ranged vertically at the rear and horizontally on the bottom, with a cluster around some ammunition. The price, $6, was prominently displayed. A man interested could see at once the main points of the rifle, and if the price suited, he could have the weapon explained inside the store. The sporting displays are, of course, made in season, and when the matter is uppermost in a man's mind he is struck by the crystallization of his

Sporting Goods Display Arranged by Roy C. Gilmour for J .A. Flett, Vancouver

thought in the window. Naturally, he turns and inspects. C. L. Birtch, who has charge of this department, belongs to several athletic clubs, which is an additional business bringer.

The development of ideas has not as much opportunity in the sporting window as in the other, where the hardware displays are made. One good idea is to have on every Saturday afternoon a display of tools. On the Saturday afternoon half holiday and in the evening, when workingmen are on the street, this display greets the eye. One time, it will be carpenter's tools, another mechanic's, and perhaps a general line, but the article is there, and the price, too, and the workingman is always looking for the next Saturday. This special event has been as good a winner as anything, and reaches right toward the man who wants something and who does not want to spend all his time going from store to store enquiring about prices and comparing qualities. It is doubtful if anything is more satisfactory, either in newspaper, poster or window advertising, than the showing of prices on the article.

Once a month a display of builder's hardware is made, so that the latest importations of the various articles used in this line about a house or office can be seen, not only by the builder and architect but by the man who may be building or about to build. He is able to casually note any improved devices, which he might never think of unless he saw them. With the price attached, he realizes that the best and most convenient costs no more than the old style. Such displays gives a merchant a reputation for modernity, and if a man wants a particular thing, he may say to himself, "Well, I saw such a thing at so-and-so's, very likely he will have this, or at least know about it."

What might be called "an animated window" has been tried with success. This was in the instance of the Gillette safety razor. This was the automatic working figures of two men, showing the old style of shaving and the new style. That this kind of display is good was evidenced by the crowds that blocked the sidewalk, especially on the Saturday evening. Another such window is in prospect, to be made by the manufacturers of the "red devil" bit. It is claimed for this piece of hardware that it will bore through anything. If a nail is in the way it bores through as if no iron were in its path, and if necessary a hole may be made through brick. If one read of this in a paper, the remark would be, "Oh, that's all very well, but I would like to see it." When he sees he will believe, and accordingly this display, which will be on hand in a week or two, is being anticipated with a good deal of interest. The success of these displays, which might more properly be called demonstrations, leaves little doubt as to results, which are direct and material.

Flett & Co. have a special window dresser in the person of Roy C. Gilmour, who a year ago won second prize in Hardware and Metal's holiday window competition for a store at Almonte, Ont., and last Christmas duplicated his former success by winning second prize with one of Flett's holiday displays. They change their displays every week in the hardware window, apart from the regualr Saturday afternoon display of tools and, if possible, a specialty is made of one line. The displays are supplemented by newspaper advertising at the same time, so that if one's interest is aroused by the paper talk, the article may be viewed from the street. This leaves nothing to be desired, and is a complete way of reaching a customer. Although one may have displayed the suggestion, "Welcome to inspect without buying," few shoppers care about taking up a clerk's time without an intention of buying something. With things in the window, they can be seen, and while one may not intend purchasing just at that time, the fact that it meets the requirements of something that is wanted may win one over.

Qualities Required by Window Trimmers

Some Valuable Suggestions for Hardware Clerks Who Desire to Develop Their Abilities in Arranging Displays That Will Attract Attention and Sell Goods.

By John E. Hardy.

Speaking from a psychological point of view the successful window trimmer of to-day should be endowed with the following faculties, well developed, viz.: Imagination, inspiration, originality, color, balance, constructiveness, individuality and patience.

Imagination enables him to picture in his mind the work he wishes to do, without putting his thoughts on paper. Some trimmers recommend that a plan of the display be developed before placing the exhibit in the window. With imagination well organized it is unnecessary for him to do this, but instead he will picture in his mind's eye the general plan of his exhibit, and this is sufficient for the start.

Inspiration enables him, after that start has been made, to place the various articles to be used in the exhibit where they will show to the best possible advantage. All this comes to the trimmer, as he builds up his display just as new ideas come to the mind of the artist as he paints his picture.

Through originality the trimmer makes a display that is distinctive in design and style and that does not show the earmarks of imitation.

Patience, and lots of it, enables the trimmer to carry to a successful conclusion many a tedious piece of work, that he would otherwise leave out of the display. Patience without doubt is one of the greatest assets a trimmer can possess.

Balance concerns the placing of articles used in a display so that the exhibit will not appear to be one sided, or top heavy at any particular point. A well balanced display is absolutely necessary at all times. A proper interpretation might be, "A place for everything and everything in its place."

The day is not far distant when the hardware window trimmer, as he is now termed, must be something more than a mere trimmer. He must add the qualifications of a decorator. A color scheme of draping the bare walls of a window with either cloth or paper will tend to bring out the beauty of an exhibit and make it more attractive to the general public, than the old style of trimming. Harmony in color is another valuable asset to possess.

Importance of Background.

Show windows that have a solid background have a decided advantage over any other style of window, for without question the background of a hardware window is the foundation on which is built the successful and up to date window display. Fully two-thirds of the time occupied in putting in an up to date display should be spent on background work, so it may be attractive and magnetic enough to stop the passerby and make him feel that he wishes to gain by closer inspection what he cannot obtain by a casual glance. Painstaking care must be exercised in placing articles in the background exhibit, for any discrepancies are more noticeable here than in any other part of the display. "What's worth doing at all, is worth doing well," applies particularly so in this instance.

Do not try to see how many articles you can crowd in a display, but instead place everything so that it may be thoroughly inspected by the beholder.

Lighting is another matter of importance. An over-lighted window is as bad as a window without sufficient light. Use frosted globes where a quantity of electric lights are to be used; and where they meet the eye directly, see that they are of low candle power. There are other artifices used to tone down a window display, and to give it that soft or mellow appearance which adds greatly to its general attractiveness.

It should be the earnest endeavor of every window trimmer or decorator to increase the advertising value of his displays by making them of a superior quality. The possibilities along these lines are limitless. It is possible that he may be handicapped on account of expense, but the earliest moment that he can show his employer that he is getting value received, so much sooner will the handicap be removed. It is exceedingly hard at times to judge whether any particular display is paying its way or not. This may be gauged somewhat by the increased sales throughout the year, but even this is hardly a fair judgment for though windows may draw the business into the store, it rests largely with the salesmen on the floor whether it is taken care of, and whether a sale is made

"Picture displays" possess an advertising value not found in any other style of trimming and the impression on the observer is more lasting.

Not every one can trim and decorate a window without some practice; nevertheless it should be the ambition of every window trimmer or decorator to master his art. It is never too late to make a start. If you have any inclination for such work start at once. There is plenty of room on the ladder of success for good hardware window decorators. You will not find it crowded. At any rate, start climbing. Any one who has a fair knowledge of the hardware business with the added qualifications of a good trimmer and decorator cannot fail to be a greater monetary value to a firm than if he be but an ordinary salesman.

FISHING GOODS SCENE.

A very realistic fishing window was shown last summer by the Hudson's Bay Company's store at Macleod, Alberta, the display being put together by W. H. Jeffery, manager of the hardware department of the store. A large front view of the display was supplied, but it could not be reproduced satisfactorily and consequently the side view only is shown, this giving a practical idea of the construction of the display. The background was a painted scene which appeared very realistic, Mr. Jeffery's artistic work not being shown to its best advantage in the illustration.

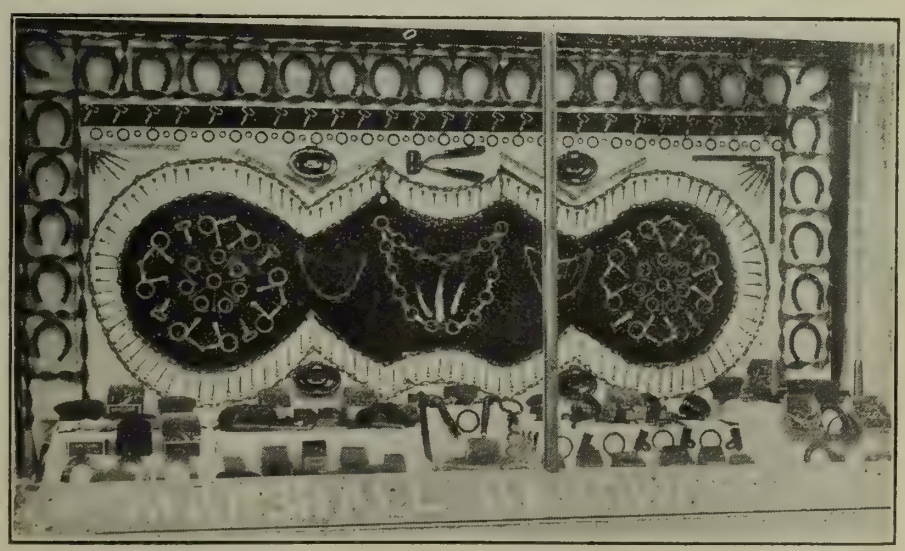
The background is representative of an ideal mountainous trout fishing ground, and as will be noticed, one of the streams of running water leads up to the back of small mountain built in the foreground. The stream in reality emerges from the front of this rock-faced hill, and finds its way down a winding river bed between bolders and over falls, disappearing as mysteriously as it appeared. The banks and surrounding valleys are covered with green colored sawdust, making a good representation of grass. A boy is to be seen on the bank fishing, while below the falls the river is spanned by a suspension bridge, made entirely of hardware, upon which is seated a boy of darker hue, plying his hook and line. In the running water of the river were a number of live minnows, which added life to the display. A tent is shown in the distance, while along the banks are scattered reels, lines, baits, flies, grasshoppers, poles, etc. The bed of the river was made of sheet rubber packing.

Scenic Fishing Tackle Display Made in the Hudson's Bay Co.'s Store, Macleod, Alberta.

BLACKSMITH'S WINDOW.

A very practical window display arranged for the Marshall Hardware Company, Medicine Hat, this spring by Herb Doane, is shown in the accompanying engraving. Blacksmiths' supplies were featured and dealers will agree that a very attractive window has been made of what would usually be considered one of the hardest lines to show to advantage.

Around the top and sides is a border of horseshoes and in the centre is a triple shield set in a border of chain and horsenails, nearly every article of blacksmith and saddlery hardware being shown in the display.



Blacksmiths' and Saddlery Hardware W indow at Medicine Hat.

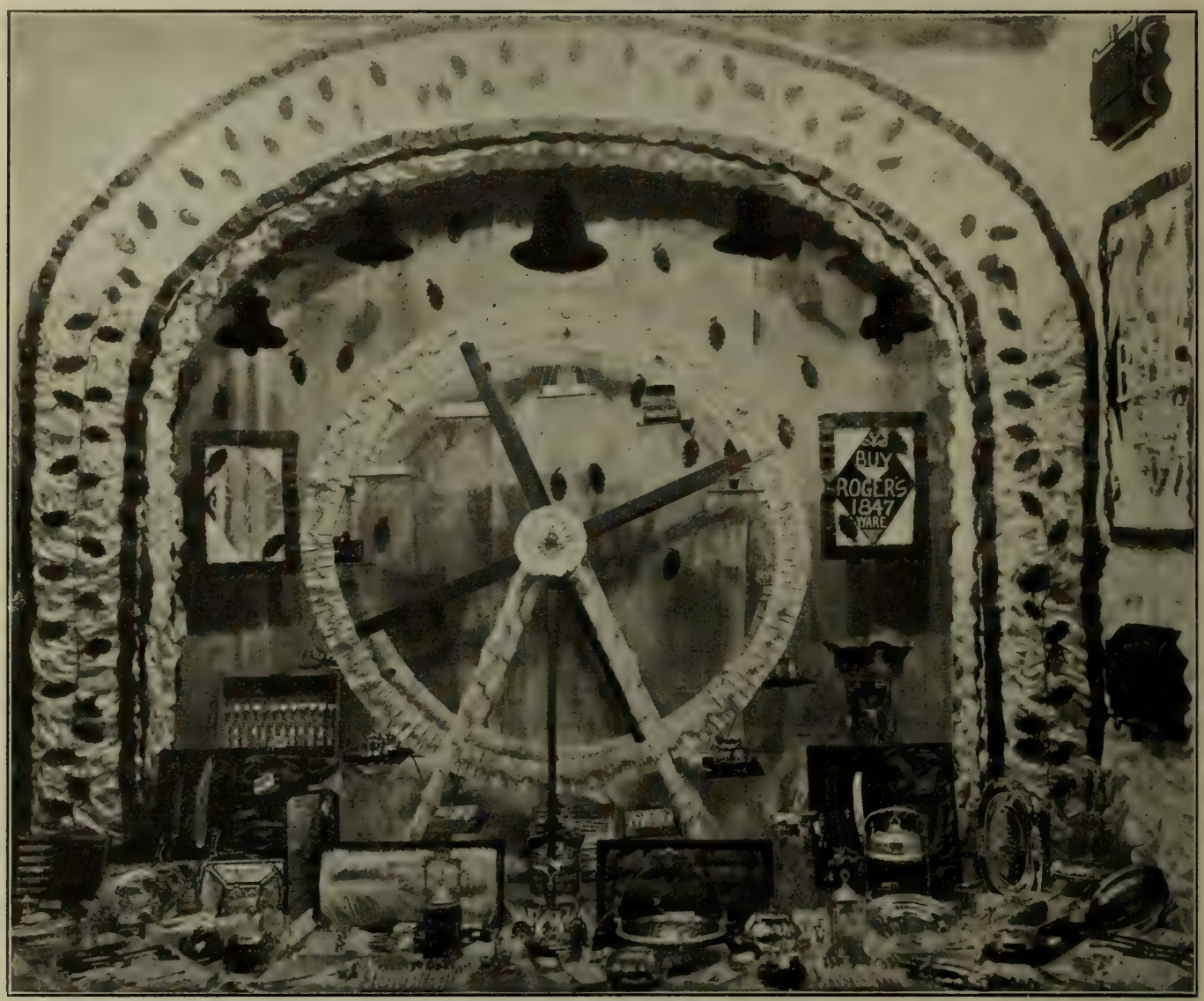
Prize-Winning Display of Christmas Goods

A Ferris Wheel Mechanical Window at Regina Made Many Sales — Eighteen-Year-Old Clerk at Bracebridge Arranges an Excellent Display — Acton Hardwareman Uses Santa Claus Figure to Good Advantage.

In Hardware and Metal's recent holiday window competition for towns under 10,000 population, the first prize was awarded to H. Flowers, a former Chatham, Ont., clerk, for a mechanical window arranged for Peart Bros.' Hardware Company., Regina, the central features being a large arch and a Ferris wheel connected to a small motor in the basement.

The color scheme of the window was green and white, green being used for the border and white in the background, holly and paper bells being also used to complete the setting. The trimmer very wisely, too, avoided placing any goods to detract from the wheel, the background and wall being practically free of goods. The display on the floor is well balanced and price marked and the window is an admirable combination of attractive and selling qualities.

The Ferris wheel carried fourteen trays or cars each carrying samples of silverware or cutlery. A small motor in the basement caused the wheel to revolve at the rate of three times a minute, the belts being invisible from the street. The wheel was kept in motion day and night, and at all hours there were many spectators watching the wheel and studying the display. Peart Bros. give the display credit for moving a lot of goods which otherwise might have been left on their shelves.



Holiday Window Arranged by H. Flowers for Peart Bros., Regina. Awarded First Prize in Hardware and Metal's Christmas Competition.

In awarding the prizes, it might be added, the judges considered that a window having features calculated to draw customers to the store, had considerable advantage over a display without such qualities, although it had good selling power. As a rule, a trimmer who dresses a window to attract attention arranges a companion window in which seasonable stock is displayed and priced in such a manner as to encourage onlookers to enter the store.

Bracebridge Clerk's Fine Effort.

An altogether different type of a window was awarded second prize, it being the work of Peter McNaughton, an 18-year-old boy with less than three years' experience in the store of J. L. Fenn & Sons, Bracebridge.

A year ago special mention was made of a display, arranged by H. J. Marshall, for Geo. W. Ecclestone, Bracebridge, and again this year Mr. Marshall was a close

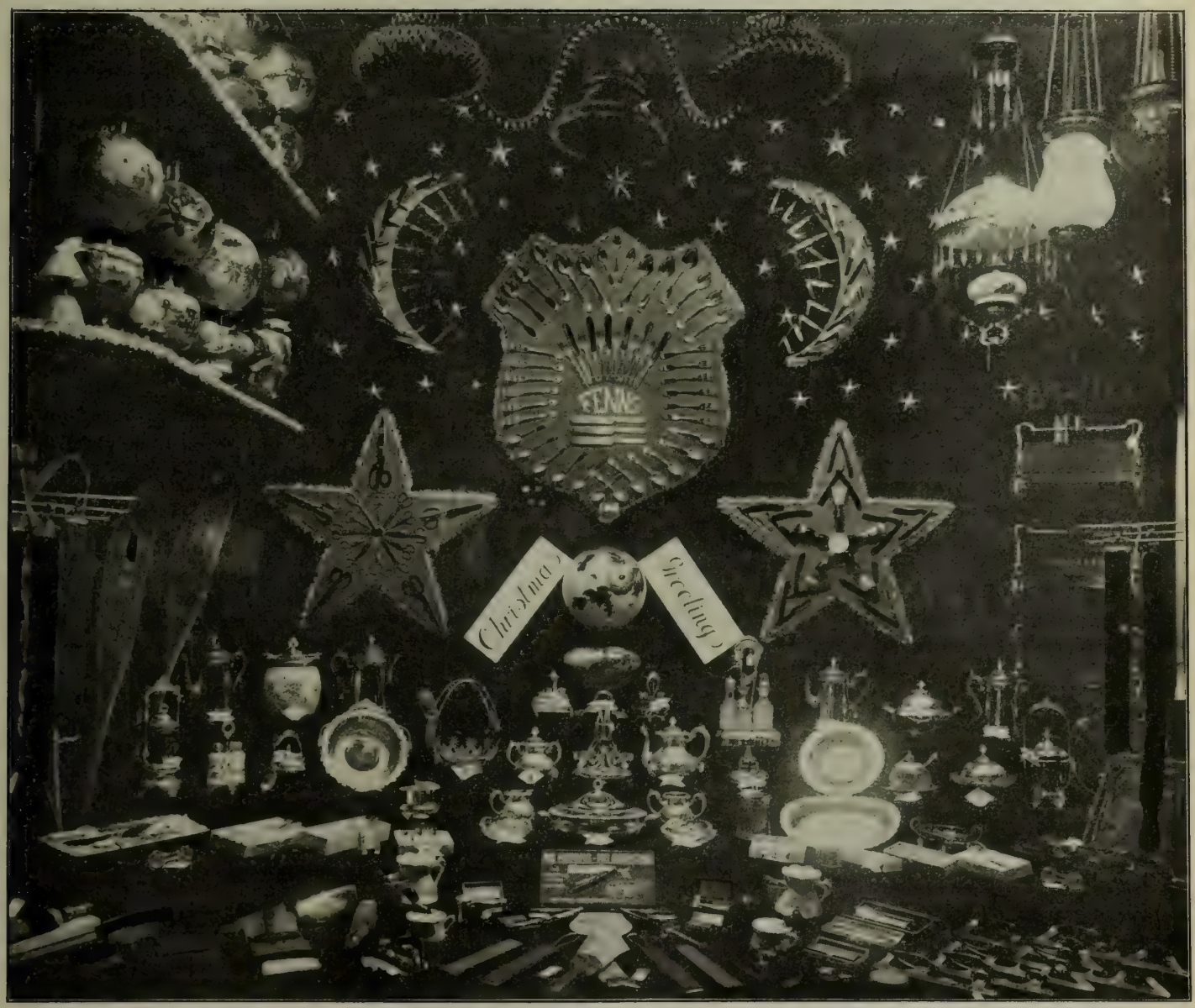
runner-up for one of the prizes. Bracebridge, with a population of about 3,000, therefore, stands in a class by itself for enterprize in window advertising. As Mr. McNaughton says: "Great interest has been taken here in all lines of window dressing. My window attracted many to the store and has more than paid for the work in arranging it. Even if I fail to secure a prize I will profit by the experience."

vicability of some of the articles as holiday gifts.

The use of the shelves in the window might be criticised, but, on the other hand, the paper bells and sleigh bells, the stars used to lighten the dark background, the crescents carrying pocketknives, the shield showing table cutlery, the stars showing the scissors, razors and shaving brushes, and the orderly, uncrowded yet comprehensive showing

one to a special display to attract attention and the other window to a showing of silverware and cutlery, designed to interest buyers and suggest suitable and serviceable gifts for each member of the family.

The window illustrated was awarded third prize, it being considered one likely to attract the attention of both old and young and bring much custom to the store. A mantel was constructed of



Holiday Window Arranged by Peter McNaughton for J. L. Fenn & Sons, Bracebridge. Awarded Second Prize in Hardware and Metal's Christmas Competition.

The window, as will be seen, has a black background and is well lighted every article displayed standing by itself without a suggestion of overcrowding. Most of the articles, too, are priced and few passersby would fail to stop to admire the neatness and ingenuity of the arrangement, and as the power of suggestion is strong few would go away without being impressed with the ser-

of silverware, case goods, brushes, shaving mugs, strops and razors, skates, etc., on the elevated steps at the bottom are all worthy of appreciation. The lamps, sweepers and snowshoes, too, do not jar the harmony of the balance of the display.

A "Santa Claus" Display.

R. F. Johnstone, Acton, Ont., in arranging his holiday windows, devoted

wood and building paper chalked off to resemble bricks, a fireplace being built below and a mirror resting above, stockings hanging on the mantel and a figure of Santa Claus completing the Christmas Eve picture. In the window was also placed an assortment of articles suitable for gifts, the use of the opposite window for cutlery and silverware avoiding the temptation to over-

crowd. Price tags were, of course, used on goods wherever possible.

The photos of the Regina and Bracebridge windows submitted were about 5x8 inches in size, but the Acton views were too small, being only post card size. All were taken at night, the exposure being from 20 to 30 minutes.

Holiday Window Arranged by E. B. Swackhammer for R. F. Johnstone, Acton. Awarded Third Prize in Hardware and Metal's Christmas Competition.

BATTLESHIP OF HARDWARE.

One of the neatest battleship displays Hardware and Metal has seen in any publication or window is that shown in the accompanying illustration sent by G. H. Brock, with C. B. Hume & Co., Revelstoke, B.C. The hull is, as usual, constructed of two Maple Leaf cross-cut saws, 7 feet long, decked in with boards cut to fit. The main deck-house was a savory roaster, the smoke stacks being two short pieces of 1½-inch pipe, and the funnels four 1½-inch elbows and 6 ¾-inch elbows for the deck house. The masts were iron rods with spools of copper wire strung on them, with firing tops made of a funnel and a mouse trap on top with 303 British rifle cartridges for guns. The main turrets were a pudding dish of two sizes, with hose nozzles for guns. The side turrets were a pudding dish cut in two hung over a rail and 303 cartridges for guns. The davits were hacksaw frames brought up through the deck, with Mrs. Potts' sad irons for boats. The rail was brass Jack chain strung on spring clothes pins. The anchor was a ½-inch bolt with a mining rail clip, large key ring and dog chain attached. The sailors were small china toy men.

Battleship Made of Hardware by G. H. Brock, with C. B. Hume, Revelstoke.

ARRANGEMENT OF MECHANICAL DISPLAYS.

By E. T. Skinkle.

There is no other merchant who can get such good results from mechanical window displays as the hardware man. In fact the hardware window is about the only one in which moving displays can be used to good advantage. Motion has a distinct value in attracting attention to a window. Every one has in his makeup a certain amount of curiosity and will stop before a window in which part of the display is in motion. Even the busiest man will pause long enough to take a look and once his attention is caught there is a good chance that the window may suggest to him some needed purchase that would have been forgotten otherwise. But mechanical windows can easily be overdone. They should be used only occasionally and they should be constructed with the view of attracting attention to the merchandise on exhibition rather than to the mechanism itself. The mechanical device should be made either to carry part of the display or it should operate in such a way as to demonstrate the working of the displayed article. A trimmer who has any mechanical ingenuity can devise a great many moving displays that will help his windows to sell goods.

Reducing Speed of Motor.

He will need a ⅛ or ¼ h.p. electric motor, but the remainder of his machinery he can make himself providing he is at all handy with tools. To use the motor in practically every display, a speed reducer will be required to bring the revolutions down to the requirements of window display. Very satisfactory speed reducers may be bought for a small sum. They are constructed with a cog wheel about six or eight inches in diameter which engages a worm that is turned by the motor. The gears are held in a light cast iron frame. This device has the advantage of absolute certainty of operation and occupies very little space.

Another form of speed reducer can easily be made by any trimmer. It consists of a series of large wheels. A cord passes around the hub of the first wheel and around the circumference of the second one. This makes the second wheel revolve much more slowly than the first one. By adding other wheels

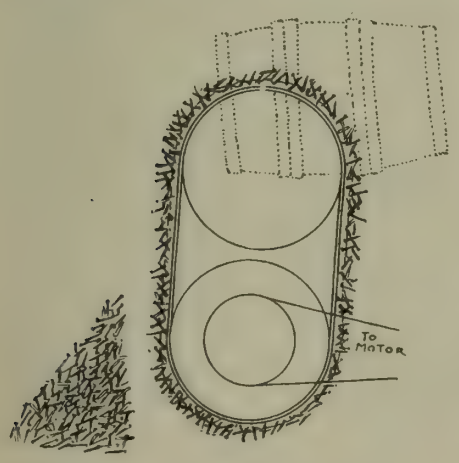
in the same way the revolutions may be made as slow as desired. The only objection to this system is that the large wooden wheels take up a great

Mechanical Nail Display.

deal of space. This, however, does not matter if there is plenty of room under the window.

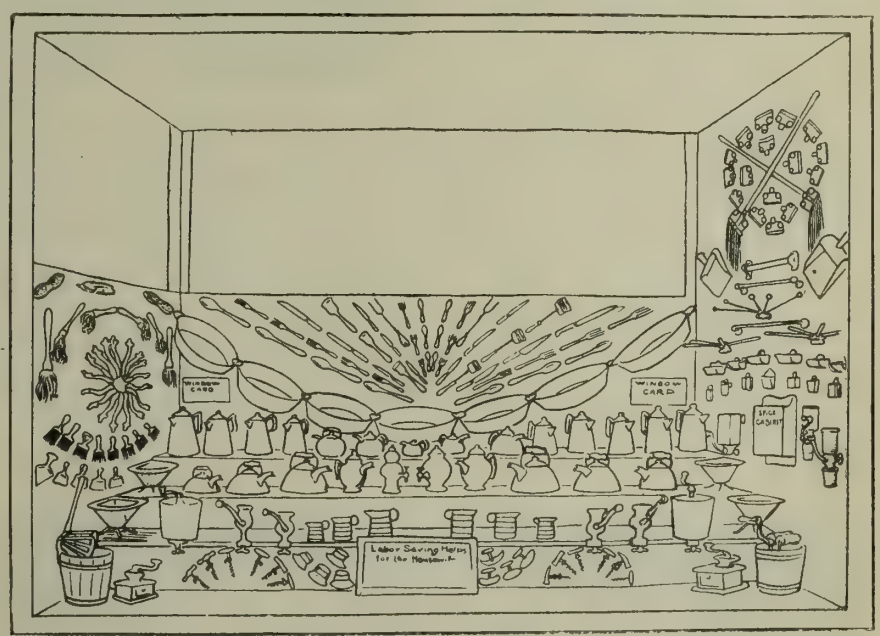
Moving Display of Nails.

Hardwaremen do not often display nails in their windows, yet they might do so once in a while advantageously. The sketch shown illustrates the centrepiece for a display of hammers and nails. The kegs are arranged at the back of the window somewhat in the manner shown in the drawing. On the floor in front is a great pile of nails and above is a keg from which a constant stream of nails is pouring. If properly constructed, the illusion will be perfect. In the picture illustrating the side view is shown the simple mechanism. Two wheels or drums about eight inches wide are placed one above the other and around them is run a wide canvas belt. To the canvas is fastened a section of flexible wire poultry netting. Large wire nails are fas-



Sectional View of Nail Display.

tened with fine wire to the netting. They are tied on as thickly as possible and each should be tied tightly, as it might otherwise fall off and interfere with the mechanism. In tying the nails some of those near the middle of the belt should be allowed to dangle loosely as that will give them the appearance of falling when the wheels revolve. When the belt has been finished, cut away a nail keg so that it will fit over the top wheel, letting the front side of the belt extend out a few inches in front of the keg. Nails should be piled up at the sides of the cut keg to conceal the cut places. Now put a big pile of nails on the floor directly in front of the belt. They may be piled over a box and the back of the pile should be as nearly perpendicular as possible in order to bring the pile close to the belt. The speed of the motor should be reduced to make the wheels turn slowly. Viewed from the front this will make a mystifying exhibit. The steady stream of nails pours naturally from the keg, yet the pile on the floor grows no larger and the keg is never empty.



Suggested Display of Kitchenware.

In connection with this display are used cards showing a sample of every kind and size of nail carried in stock. These should be arranged in rows graduated from the smallest to the largest. The remainder of the display could be made up of hammers arranged on the floor and on boards at the back and ends of the window.

A KITCHENWARE DISPLAY.

This window, suggested by Hardware, depends on the arrangement of the articles shown for its attractiveness. Tinware and kindred articles do not, in themselves, make particularly attractive features, but they lend themselves readily to many variations of design and form which will catch the eye and hold the attention. The principal eye-catcher is the semi-crescent of dish pans strung across the back wall. Each pan is attached to its neighbor with fine wire, the handles interlocking. The pans are tipped forward by a wire running under the back rims. Above the pans rows of forks, spoons, knives, potato mashers, etc., are arranged. On the left wall may be displayed lid lifters, brushes, dish mops, wire brushes, pot scrapers, etc.; on the opposite wall mops and heads, towel racks, dust pans, soap dishes, coffee mills, etc. On the steps any number of articles may be attractively arranged. This display would prove valuable in a window used partly for light. Any dark background would set off the goods shown.

HOW TO PHOTOGRAPH WINDOWS.

Every trimmer should photograph his best efforts as the pictures come in handy for reference. Many times an old trim will suggest a new idea and unless you keep your photos you are very liable to forget them entirely.

Experience has proven that the best results can be obtained by photographing by night, providing the window is properly lighted and by making a long exposure according to the power of the lens of the glass or color of goods to be photographed. A window with sharp distinct contrasts, or one containing light colored goods does not need as long an exposure as a display of dark colored goods or one without sharp contrasts of light and shade.

A 15-minute exposure is enough for the average well-lighted window. A poorly lighted window, or one containing dark merchandise, will require a longer exposure—20 to 30 minutes is not unusual. During all this time the

camera is exposed people can pass to and fro in front of the camera without spoiling the photograph, provided they do not stand in one place for any length of time.

Sometimes the top of the window is lighted much more strongly than the bottom of it, so that the photographs come dark at the bottom. This can sometimes be avoided by placing two or three electric lights in the bottom of the window (extensions can be run from some of the sockets in the window), and so shielding them as not to shine directly into the camera. Always remember that the window must be lighted more strongly than any objects across the street, otherwise these foreign objects will be reflected unless the screen is used. Also remember that a long exposure can not be taken if there is even the faintest wind blowing, for the lightest shaking of the camera will blur the photograph.

MOVING DISPLAYS IN NOVA SCOTIA.

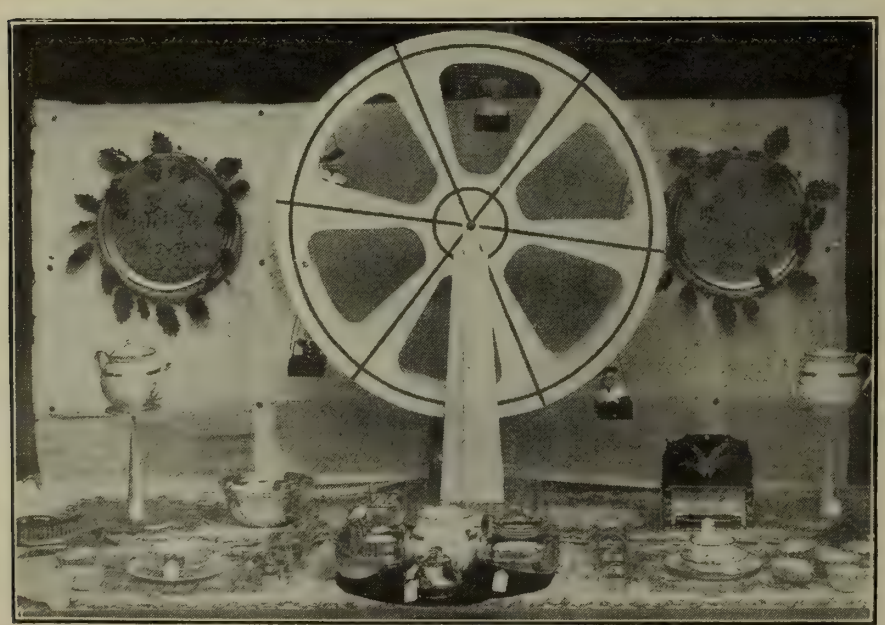
C. E. F. Dakin, of Dakin Bros., Nova Scotia, used two moving displays during the holiday season last December. In his left hand window he had a toboggan slide scene, the slide being built of wood, a canvas belt carrying the cardboard togoggan revolving on tins. Beyond the slide was a street scene to give the view the proper effect. The right hand window contained a Ferris wheel made of galvanized iron revolving on a stove rod. Six cars carrying passengers were suspended from the wheel.

Both slide and wheel were operated from a small water motor under the window, the speed of the belt to the wheel being cut down by a double pulley midway between the displays, the pulley operating both large and small on the one axle.

The windows are not enclosed, being merely separated from the store by wire netting. In each display the window was partly enclosed, but a much better appearance would have been given if a bunting or paper background had been built across the window four or five feet above the window platform. More attention might also be given to displaying seasonable lines likely to encourage customers to enter the store and buy.

The goods shown were price marked, some being shown on pedestals made of tin, everything in connection with the mechanical part being made in the store workshop by Mr. Dakin. Live newspaper advertising was done during the holiday season along lines laid down by Hardware and Meal.

Moving Toboggan Slide Holiday Window Shown by Dakin Bros., Digby, N.S.



Mechanical Ferris Wheel Display Made by Dakin Bros., Digby, N.S.

EVOLUTION IN NAILS.

It is supposed that the first nails were the thorns of the locust tree, some of which are eight inches long and as hard as iron. The use of fish bones was common before Noah's time, and in all probability the first of the commodores built his raft-scow with them. They were as long and strong as our metal string bolts. Wooden pins were employed also, being driven through holes burned by hot irons before there were crude augurs to bore them.

Iron nails were cut by machinery 100 years ago at the rate of 100 a minute to the machine. The wire nail industry started in 1886 and is now of colossal importance. Before cut nails were introduced all nails were hand forged.

We should have a hard time trying to get along without nails. They are so common that, like many other articles in common use, our makers of encyclopedias regard them as unworthy of mention. In the latest specialized work (seven large volumes) on carpentry and building there is nothing about nails.

Is anything of more importance than a proper selection of the little bits of metal that are supposed to bind securely together all the lumber used in the construction and decoration of a house?

It's easy enough to be pleasant
When life glides by like a song,
But the man worth while,
Is the man who can smile,
When everything goes dead wrong.

Taking Orders is Not Salesmanship

Strong Argument Presented Showing the Necessity of First Knowing the Goods and Then Using Brains in Selling Them—An Instance Where a Customer Intended to Buy a 15-Cent Article But Was Sold One Costing $1.75—The Treatment of Travelers.

Selling Goods by Talking Points

The Story of a New Product, Its Failure in the Face of Price Competition, and How a New Sales Scheme Saved It—A Lesson for Travelers and Salesmen in All Lines of Goods.

By E. L. Benjamin.

"They're good fixtures," repeated Jim Hanning. "There's nothin' the matter with these fixtures. If the salesmen can't sell 'em, is it my fault?"

"You're the head of the department—you're responsible." Radcliffe bit the words off short. "You said you could make a good thing of this fixture department. You haven't done it. I gave you a good shop, good men, good material. You're turning out the goods all right—but—"

The helpless look on the face of his big superintendent showed Radcliffe the futility of pursuing the subject further along such lines. Hanning was a good shop boss—none better. He could turn out good fixtures. He was a genius, in his way, at designing labor-saving machinery and short-cut methods of putting the work through. No waste in mechanical operation, no error in designing, no lack of shrewdness in buying raw material accounted for the present condition of affairs. But the department was a failure. Competitors were getting the orders.

Radcliffe, as the head of the National Company, one of the largest electrical jobbing houses, knew nothing of the fixture business. His salesmen had pointed out that other jobbers were making money in electroliers, and the year before, after only the most superficial inquiry, he had decided to enter the field as a manufacturer. Results were far from satisfactory. The competition was keen, the margin of profit insignificant. Finally the situation had grown so acute that he seriously considered closing out the line and accepting his loss. This idea was uppermost when he summoned Hanning to what the boys called the "grid."

"I don't know what's wrong. Maybe I'm too old," said the mechanic, speaking as much to himself as to his employer. "Business is different from what it used to be. Maybe I better quit trying to be a manager and go back to the bench."

"Jim, look here." Radcliffe shook his fist at the big Irishman. "This is no time to talk like that. You're no quitter and neither am I. The whole proposition gets down to this—either it is costing us too much to make fixtures or everybody is selling at a loss. We've been underbid on every good contract for the past four or five months. Yesterday we lost the Lakeside Building order—two weeks ago the Grand Hotel got away from us. On both those jobs we figured practically at cost. Now we're in the wrong somewhere. Are you sure you can't trim costs in the shop?"

"Not without taking it out of the goods." The superintendent was on his own ground now. He knew that his shop was right. Small economies might be effected, but nothing which would permit the National Company to meet the prices of competitors and retain any margin of profit.

"All right, Jim. Think it over. We've got to know the answer to this problem before the first of next month." The words were a dismissal.

That night a general letter went out to the National salesmen: "Look into the fixture business. Spend whatever time is necessary to find out why we are being constantly underbid. Compare our goods with those of all competitors and report fully."

Salesman Gets Interested.

When George Thurling, of Territory Number Three, read these curt instructions, he whistled, for fixtures embraced the one line which interested this erratic traveling man. As a salesman of wire, construction material and supplies, he was not a success. "Too blamed reticent," a customer said of him once to Radcliffe when the general manager called to straighten out a tangle, "too blamed reticent and too almighty superior."

But if he lacked in that boisterous good-fellowship which must mark the successful road man of a jobbing house, he made up for this in the greater accuracy of his information regarding the many lines he sold and more thorough knowledge of his customers' needs. This accuracy and thoroughness he had brought to the study of the fixture problem. He had compared goods and prices; he knew how and why contracts were let; and he knew how he could make money on them if he were given charge of the department with a free rein and fair support.

"If I write in to the house and tell 'em what I know, they'll think I'm crazy," mused Thurling as he studied the general letter. "If I don't report at all, they'll fire me. If I simply side-step the question and go on trying to sell supplies much longer, I'll either go crazy for sure or get fired anyway within a couple of months. I guess I'll go in and hit Radcliffe for a job in charge of the fixture department."

It was a bold step for the weakest salesman on the National force to take, but Thurling knew fixtures—knew them better than Hanning, who made them—and he knew the fixture sales problem better than Radcliffe.

"The man who said, 'Knowledge is power,' is going to have his theory tested pretty hard," he muttered, and having reached a decision, he tossed his clothes into a suit case for the journey home.

A Cool Reception.

Thurling's reception was no better than he had expected. Radcliffe was annoyed—Hanning sullen.

"Not a manufacturer in this district is making money on fixtures," was his first statement.

"Did you spend ten dollars to come up from Latonia to tell us that?" snapped Radcliffe.

"Nobody is making money and nobody can unless they raise prices. Nobody can raise prices except us."

"We're too high now." Radcliffe's tone would have warned any other man to back down.

"We can go fifty per cent. higher and get the business."

Radcliffe was now thoroughly exasperated. "What the deuce have you got up your sleeve? You talk like a man in a padded cell. How can we raise our

prices and get business that's slipping away because we're too high already?''

''Mr. Radcliffe, you once told me that all you needed to sell goods—any goods—was a talking point. You have no talking point in your fixtures. You're sending us out to fight cut-throat competition on a cut-throat basis. There are twenty fixture houses after every job we bid on. All any of 'em talks is price—price—price. And we talk price. The fixtures are bought on exact specifications, so there is no chance to trim a little profit out of the goods. What are you going to do about it?''

''What talking point is there besides quality and price?''

''Quality and price are not talking points at all in this line, as you well know. The specifications of the buyer take care of the quality. And our competitors seem to be taking care of the price. The talking point I have to suggest is—illumination.''

''What do you mean by that?''

''Talk about the light our fixtures give, not about the fixtures themselves. If we—''

''Bosh!'' exploded Hanning. ''I've been in the fixture business over twenty years and I never heard of such a thing, and—''

''And now you're up against it cold and stiff because your department is losing money and you can't help yourself.'' Thurling was beginning to warm to his proposition and the words came fast.

''The old fogies in the fixture business—and that means everybody doing business in these parts—have been selling bent tubing and spinnings and cast brass ornaments for the past twenty years and calling 'em fixtures. They think that's the whole proposition. Now, I know that we can get up a line that'll look a little different, that'll take only the new high-efficiency lamps, that'll be sold complete with reflectors which throw the light down on the floor instead of up on the ceiling.

Make Good or Quit.

''When we go after a contract, we won't talk quality and we won't talk price. We'll say, 'Look here; this fixture will give you twice as much light as the ordinary fixture and it will only take half as much electricity to keep it lighted.' We'll tell 'em how good the light is, how small their electric bills will be, how scientific the fixture is. We'l razzle-dazzle 'em till they forget all about price.''

Old Jim Hanning shook his head dubiously. Radcliffe studied his salesman.

''Isn't that a good deal of a confidence game?'' he asked, finally.

''Depends on what you call a confidence game. If you mean a skin game—no, for we can do all I say and more.'

''You see, Mr. Radcliffe, I've been studying this problem a long while, I'm not much of a salesman unless I have a good strong talking point. I'm not a mixer. I can't sell on my personality. But give me a line of argument—give me a foothold where the other fellow can't get in—and I'll sell fixtures.''

''What the trade wants is price,'' began Hanning.

Radcliffe turned on him sharply, ''Can you give us any better prices?''

''No, but nobody ever heard of a scheme like this. I never—''

New Ideas Caused Surprise.

''Jim,'' said Radcliffe, slowly, ''you've said enough. I'll admit this scheme sounds foolish—I don't like it a bit more than you do. But it's new and Thurling is risking his job to tell us about it. If he can show us a way to make this department pay, he can do more than you, for all your twenty years' experience. I'm afraid of new ideas, but I'm more afraid of dry rot. Go ahead, George, and tell us the details.''

There were not many details to tell. Thurling had studied his plan out at some length, but it was all vague and untried. He had a principle—that was all. Finally it was decided to make up some samples along the line suggested and try them out on the Crandell school board—the next big contract, and one which Radcliffe was sure the National Company could not get.

''Thurling,'' said the Old Man, as he gave the orders for the trial, ''you are a peculiar proposition. You bring in a fool scheme which you can't explain and ask me to back you to the limit. The Crandell school job is all you get. Jim will give you sample fixtures; the cashier will give you anything up to a hundred for expenses. Go ahead. If you don't win out, don't bother to come back—we shan't want to see you.''

When Thurling called by appointment upon the school board of Crandell there were with him several workmen carrying boxes, coils of wire and kits of tools.

Their appearance caused a mild sensation. Other fixture salesmen had come and gone, but none had more than the conventional portfolio of photographic reproductions of fixtures, views of well-known instalations, testimonial letters and price books.

''Gentlemen,'' said Thurling, ''I am not here to talk fixtures. I am not here to show you artistic creations in brass or copper. I am here to give you a demonstration of the science of illumination.

''This board thinks it is buying fixtures. It isn't. It is considering the question of illumination for the beautiful new schoolhouses of the progressive City of Crandell. And this question is divided into two parts—the lighting equipment and the cost of operating that equipment.

''I have studied your conditions here at some length. Last year, you paid eight cents per kilowatt for electricity. Your bills for current amounted to something over $18,000.

''I can give you better illumination—more light, better light—and save you fifty per cent. on your electric bills.''

''How?'' Schwartz, the proprietor of the city's largest department store, was chairman of the school board and his curt inquiry came like a pistol shot. He knew something about electric light bills. The cool statement of this young salesman touched an interest deeper than the lighting of the city school. If that statement were true it meant that he Schwartz, could save thousands each year in the lighting of his store. The others were no less keen. Each in his business wrote a fat cheque monthly in favor of the lighting company.

''How?'' repeated Thurling. ''That is what I am here to show you. I propose to demonstrate, here and now, the truth of my claim. If I prove it, I expect the school contract—a contract, not for a certain number of fixtures at a competitive price, but for scientific lighting equipment which will save you thousands of dollars in electric bills and give the children in your schools a quality of light which will not injure their eyesight.''

While he was still speaking, the workmen were deftly unrolling wire, bringing forth tools and equipment. A ladder was procured, packages which had been laid in the hallways brought in, and within a very few minutes one-half of the school room in which the board was holding its meeting had undergone a transformation. While his assistants hurriedly arranged the collapsible fixtures which they had brought, and hung them temporarily in place, Thurling outlined his plans and principles.

Secured Contract and Promotion.

He explained that the ordinary fixture is designed without reference to illumination and that the ordinary fixture-maker was concerned only in the problems of design and manufacture. The National Company, on the other hand, advocated, first a new electric unit in the way of a lamp which would give much more and better quality of light at less consumption of current; it offered fixtures designed to accommodate these new lamps and sold them fully equipped with scientific reflectors made to throw all the light downward evenly over a large area, making a combination which for efficiency and economy could

not be equalled. He pointed out that his company was placing at the Crandell board's disposal all the knowledge and experience it had gained in years of work in the electrical field and frankly stated that, while another fixture house might later offer to duplicate the National equipment, it was significant that none had heretofore suggested the use of any but the old-style fixtures, inefficient lamps and wasteful reflectors.

"In short, gentlemen," concluded Thurling, "the National Company comes to you with a proposition to supply foot-candles of illumination on the desks of Crandell's school children. Others offer you so many pounds of metal hung against the ceiling. Which will you buy?" '

A long black curtain had been hung by the workmen from ceiling to floor and extending down the length of the room. On the one side were the National's "illumination units"; on the other, the old fixtures. As Thurling put his question the electrician snapped a switch and the new lights blazed forth. The school board, sitting on a platform at the end of the room, gaped in astonishment.

Then began a session that lasted long after midnight—a session in which every detail of the equipment was examined and which ended in every member of the board pledging the contract to the man who at first seemed to have performed a miracle.

A more impetuous man would have wired Radcliffe of his success with the Crandell school board, but Thurling waited until he had the signed contract and then sent it with a characteristic letter:

"The enclosed contract seems to demonstrate that my plan of selling illumination instead of fixtures is correct. I am now figuring with Schwartz & Company for a complete equipment of their department store, and with Jackson, of the State Insurance Company, for the lighting of the new office building they plan to begin next spring. If I get these two jobs I will feel that there is something in the new sales scheme."

To which Radcliffe wrote a reply addressed to "George Thurling, Manager Fixture Department."

Salesmanship of Fifty Years Ago

The Clerk of To-day Faces a Different Proposition Than the Man Behind the Counter Met Half a Century Ago—He Must dress Windows, Keep Things Neat, Know His Goods, Advertise and Go Out After Business.

By F. J. Arrowsmith.

To the young salesman who enters the well-equipped hardware store of to-day with its various departments, its comprehensive stock, and its modern appurtenances, there is no feeling of astonishment as to the conditions with which he is surrounded. He has been born to the hardware store as he sees it to-day, just in the same way that he has been born to the electric street car, to the moving picture shows, and to all the advanced contrivances that are now part and parcel of our lives. When he reads of comparisons drawn between to-day and many years back, of historical pageants portraying scenes and customs of which he can hardly grasp their real features by reason of his modern environments, he is filled with astonishment at the many changes which have occurred in the speedy passage of time. His astonishment, too, would be even greater were he to realize that in the very industry in which he has embarked, innovations have occurred no less striking than those which publicity have shown him in other and more romantic directions.

Even the old hardwareman, who has nearly worked out his life in his trade, and who contrasts his store with the one he entered as a boy, is filled with amazement at the changes that have occurred within his ken. What then would it be to the young clerk, transported back to the days when window displays were unthought of, when the stock was a very small portion of what it is now, and when silent salesmen were unknown. We could go even further back—back to the time of the mullioned windows and the crude fashioned articles that passed muster as hardware in those times. But the alterations which have taken place in the past fifty years or so are more than sufficient to show how great have been the development and advancement of the hardware industry—a development and advancement equal to those which have occurred in any art or science. The hardware merchant yields to no man pride of place in progressiveness, or in that business acumen which leads men to take advantage of, and to profit by, the kaleidoscopic changes of the times.

Past Compared With Present.

It is hardly possible within the scope of an article of this description to describe all the changes which have occurred within the time of the older hardwaremen. But a few instances will easily show to the minds of the young salesman how very different are the conditions under which he works to those obtaining long ago. If he could imagine his brilliantly illuminated store, with its series of drawers against the walls and samples displaying so prominently the contents within, the sliding ladders making access quite easy, the silent salesman, the goods elevator from one floor to another, and the elaborately dressed windows reflecting the ornateness within—if he could imagine this store transformed into dimly lighted premises, comparatively speaking, with plain shelves holding packages of goods with the sample probably on the wrong side, the unattached ladder, the solid counters, the absence of glass, the few odd cases, the absence of elevator and the window filled in haphazard fashion with goods just to show that the store was a hardware one, he might perhaps somewhat realize the remarkable changes that have occurred.

Changes in Packages.

Probably one of the greatest and certainly most advantageous developments has been the alteration in the style of packing hardware. This is a point which seems to stand out most prominently to all hardwaremen. Neat pasteboard boxes with their distinctive labels were unknown in the earlier days. Shelf goods were put into paper packages bound by twine, with the result that they very soon lost whatever neat appearance they originally possessed. It took a smart clerk in those days to make a neat parcel of goods that had been broken into, and were consequently uneven in bulk. Even a resort to paper packing was not always effectual, and many a young clerk felt discouraged over the task so often set him. In fact, one of the qualities of a good clerk in those days was his ability to make a good parcel.

One of the older generation of hardwaremen recently said: "With the facilities given the young clerks to-day, and the way their salesmanship is aided, I do not think they are so strong in initiative as they used to be, nor do they have to work so hard. It is easier to sell nowadays than it was then despite the greater competition." This may or may not be generally true, but it is certain that present day clerks would not like to have the bother with the parcels that the older generation had. Screws for instance had no labels and distinctive grades. A sample was attached to the twine, and how often was the sample missing? The sharp ends of the various goods would inevitably find their way outside the packages. Can it be wondered that the difficulty of keeping the stock nice was almost insurmountable, and

that the shelves had a ragged appearance. The young clerk nowadays looking at the long array of attractive and easily manipulated drawers would not care to be responsible for the stock such as it was then, or be obliged to open half a dozen parcels to find the right grade article owing to the misplacing of the sample.

Some Goods Made Long Ago.

As an old-time hardwareman pointed out, in his days butts were all right and left, and the bane of his existence was to know what kind of butt it took for a door swinging away from you to the right or left. A modern bronze, thin bitted key, cylinder lock would have created a sensation, for then wrought locks were only sold. Horse nails were forged by the blacksmith, later they were made by machines, but not pointed, and this had to be done by the smith. Enamelware was unknown, and the well furnished kitchens were adorned by the brightly polished copper utensils of still earlier days. The only good saws, files, rasps and padlocks were made in England. The American tool trade was in its infancy. Contrast that state of affairs with the home and American production of to-day.

Evolution in Buying Methods.

The representative stores of those times could not have held half the stock that is now carred by the average hardwareman. Whereas one of a kind was then sufficient, half a dozen is hardly enough now. Many items, too, are shown that at one time were considered foreign to the hardware trade, such as wall paper, firearms, builders' hardware, as we know it to-day, silverware, cut glass, and other fancy lines. English goods in the earlier days had a supremacy that has departed. It was the habit of many merchants simply to go through an English catalogue and pick out a few lines that they wanted. Now they order here and there from the travelers as they come in from all directions. The field is widened, and advantage is taken of the fact. Tinware was then made by the tinsmith, now practically all that is used is made in the large factories. Picks, mattocks, wedges and crowbars were forged by the blacksmith. Roofing material was then not known, the only covering used being tin and sheet iron, while galvanizing was unthought of.

Development in Paint Department.

Especially, too, in the handling of paint can be traced a marvelous development. The odd corner of the store devoted to linseed oil, white lead and other ingredients was hard to keep clean, while it was impossible to make any show of the barrels, pails, etc. But the arrival of the ready mixed paints in their attractive tins, and the oil tanks and pumps made a great alteration. Instead of looking at his paint department as a necessary evil kept out of the way as much as possible he now sees in it a blessing. No longer an eye-sore to any clean interior, the paint department is brought forward as an attractive part of the whole display. The co-operation of the paint manufacturer, and the extension of the field by the domestic use of ready mixed paint, changed the whole aspect of the situation.

Sample Room for Builders.

The builders' hardware sample room, with its display of escutcheons, handles, rosettes and locks, etc., mounted on finished wood, was not thought of, while good stoves were at a premium. The holiday trade, too, was uncatered for. Watches, clocks and silverware were sold by the jewelers, while fountain pens, safety razors and electrical novelties had yet to be invented. The highly developed system which is now part and parcel of the hardware store, the concentration into departments, and the grouping together of homogeneous articles to expediate business, had not been developed. A till took the place of the imposing cash register, while English gold and silver were in circulation.

The window displays were then practically nothing more than a rough assembly of articles to distinguish the store. The value of an attractive display as an advertising medium was not realized, while as for regular advertising in the newspapers, no one ever thought it necessary, only occasionally when there was any damaged stock was recourse made to the publications. The stores then were very cold. Even now some of the older generation shudder at their recollections. Many of the businesses had no stoves at all, and only personal exertion kept the clerks from getting frozen. One of the largest stores in Montreal some fifty years back had only a small English stove to keep three storeys warm. Think of that, you young clerks who work in the genial atmosphere of radiators, warm air registers or well fired stoves.

Dealers Went to Market.

In those days there were few salesmen from the jobbing houses on the road. The calls were few and far between, and the dealer in the interim had either to order by mail, or make a tiresome journey to the jobbing house. Now even in the most outlying districts the vists of the traveler are common.

The trade a third of a century ago had not the advantage of the trade papers, and this wonderful stimulation and education to the young clerks was absent in those days. No industry is now so well catered for in the journalistic line as hardwaremen generally. Neither had the dealers then the advantage of the co-operation and the support of their retail hardware associations. The opportunities which exist now were all lacking, and the daily work was harder.

Sometimes earlier, but never later, than 7 o'clock in the morning, all the year round, were the stores open and the clerks at their post, while in the spring and fall the doors were never shut until 10 o'clock and later, while some of the jobbing houses in the busy season worked all night. Think of that, you younger generation, who start work, say at 8 o'clock and close at 6 or 7. As we said, the daily work was harder, the hours were longer, the comforts were fewer, the difficulty to make a sale was greater, and the wage was lower.

But the conditions bred energetic men to whom the hardware industry of the country owe a great deal. They were pioneers, and well worthy to be honored.

WORK WITH THE EMPLOYES.

Very frequently the proprietor of a store will be putting forth the best of his efforts to discover why there is lack of co-operation among his staff, but from the very fact that he must necessarily look at the matter from short range, he is unable to discover the weak point in his system. The secret of perfect co-operation consists in the fact that an employer, a manager or a clerk must work with the remainder of the organization. He must be with it in every move it makes, with it in every new venture, with it in his thoughts night and day. So many business men are content to simply talk to their sales force, to dictate and to order written instruction to their sales force, whereas, if they would shake off their robe of mystery, their exalted opinion which they hold of themselves and stand aloof from all their precedents and practices, they would immediately mellow up and would hold greater sway with their sales force.

An illustration of the effect of working with their help was recently shown in a gang of laborers who were tearing up one of Montreal's thoroughfares. The day was bitter and cold and the winds swept down across the street upon which they were working with a fierceness which caused the men to shudder. They started at their task of digging with considerable energy, but as the cold piercing winds chilled them through and through, they became less ardent. Their strokes with the pick and shovel were less frequent and gradually they found themselves thinking more about the cold than about the work upon which they were engaged.

The keen eye of the boss noticed this and rising to the sudden emergency, he immediately started a cheery air and urged each one of the laborers to join in. They did so with a will and as the single air changed to others equally familiar the picks and the shovels swung in perfect rhythm to the song they sang and in that way though simple fact that the boss was willing to work with them, the work for the day was cheerfully done.

The boss cannot always sing songs with his clerks, but he can work with the sales force in a thousand different ways.

Sextilis—A Hardware Store Junior

The Story of a Hardware Clerk in a Western Ontario Town—Some of the Live Qualities of a Wideawake Lad Who Uses His Brains to Secure Business for His Boss.

(By Victor Lauriston.)

It was the window display that first caught my attention. But for it I might have been quite a while longer in making the acquaintance of the lad. There was something so life like, so interesting, so utterly out of all proportion to the commonplace, dead, desolate hardware window in that display, that—well, I had to ask who was guilty of such a departure from the sacred traditions of hardware.

"Who dressed the window?" repeated the energetic young partner with the curly hair. "Why? Why, Sex."

"Sex," I ascertained, was the "recent" junior. At first sight and sound, I was impressed by the size of his eyes and the volume of his voice. He was a big, pink, clean lad, with an outwardly awkward look which bespoke a country training. But he wasn't from the country—had, I found, spent all his eighteen years, more or less, in town.

His window dressing talent developed shortly after he joined the staff. He undertook the work pretty much of his own initiative, and mainly because he wanted to be doing something all the time.

There are window displays and window displays. It is an easy matter to fill a window with attractive articles of hardware, and to group them neatly in regular array, like chessmen on a board; but it requires a certain indefinable art to inject into a window display that life giving quality without which a display is pretty nearly as useless as a postage stamp without an adequate supply of "gum-stickum."

"Sex" had that art. Just an instance: there have been any amount of window displays where hardware goods suitable for lumbering have been shown. Axes, cross-cut saws, hatchets, gloves, horse blankets, have been neatly displayed in very orderly style. But it was left to Sex to plank down in the very centre of his display several feet of log, with a cross-cut saw imbedded some inches in it, and a liberal sprinkling of sawdust in the vicinity to intimate to the passerby that the saw was in excellent working order.

Anyway, nobody else in that particular store tinkers with the window dressing department to any great extent, since Sextilis took hold.

The other day a certain young married lady went on a tour of the local hardware stores in search of a double chopping knife.

A chopping knife is a 15 cent article, utilized for instilling into apples, potatoes, vegetables or meat a close family resemblance to mincemeat. The chopping knife is usually single; a double knife consists simply of a couple of single knives braced together after the fashion set by the celebrated Siamese twins.

But enquiry, first at one store and then at another, failed to discover a double chopping knife. Single chopping knives were to be had in plenty, and at varying prices which told a sad tale of guileless pricecutting; but double chopping knives were as rare as hen's teeth.

And at last the shopping party landed on Sex.

Sex hadn't any double chopping knives. Yes—he had the single variety, but very few people bought them any more. What the lady wanted was an Universal food chooper.

And he proceeded to display the article, and explain its manifold benefits. Made in three sizes, three extra knives accompanying each chopper, operated with a minimum of effort—here he proceeded to illustrate the manner in which it was attached to a table and operated—easily taken apart and cleaned, capable of chopping anything from a button to a boa constrictor—and the price, only $1.75 for the medium size.

The eloquence of Sex quite took the chopping knife enthusiast off her feet. She ventured to protest that the amount was more than she had intended to pay. Whereupon he quickly resumed the thread of his story, showing the immense saving of labor over a 15 cent chopping knife. The chopper was indestructible, too.

"Take it home and try it," he added, suavely. "If you don't like it, send it back."

There was a faint protest that all the use for which the purchaser had intended the knife was to make a little mincemeat. Sex was ready.

"But this will chop everything," he urged. "You can take it and cut your mincemeat anyway, and if you don't like it, return the chopper and it won't cost you a cent. Shall we send it over."

The upshot of it all was that Sex sold a food chopper, retailing at $1.75, for the regular price, $1.75, where other clerks had been content to say that they hadn't any double chopping knives in stock. He sold a higher priced article, which was commendable enterprise from the standpoint of the housewife. Other hardware clerks had food choppers to offer, and didn't offer them. Sex did.

Keen Eye for Business.

I chanced to be in that particular store the other day. Not on a buying tour—I don't do the family purchasing, as a rule. I was chatting to the proprietor when Sex "butted in" in his most cheerful fashion.

"I'd like to sell you a pane of glass for that window of yours," re remarked.

I laughed, and was about to put him off until to-morrow, next day or the day after.

"I noticed it when I was over that way a couple of days ago," he added, cheerily, "and I said to myself, 'Here's more business for Wymore & Co.' And it will improve the value of real estate in the vicinity to put in a nice new pane of our unbreakable glass, instead of leaving the broken window stuffed up with rags."

He said all that. He wouldn't have said to some customers; but he knew his ground. I guess he guaged me pretty well, and came to the conclusion that a frontal attack would be at once effective and expedient.

The window was an upstairs one; he must have been pretty wide awake to notice it. I had bought a pane of glass to fill it; but the truth of the old motto about "the best laid plans of mice and men" was signally borne out by the untimely actions of the hired help, who put her foot through the pane before ever it had time to make the acquaintance of the putty.

I told Sex all this, and many other things indicative of a desire to postpone further investment in a commodity so precarious as glass.

"What size is the pane?" he rejoined, with urbanity unruffled.

I didn't know.

"The best way will be to have our man go up and take the window out and do the whole job," he said, placidly. "I suppose you will want double diamond."

Enquiry showed that double diamond cost more and was twice as thick; hence, emphasized Sex, far more durable. He waxed eloquent on the virtues of double glass. And I ended by telling him to go ahead, get the window and put in the same kind of glass as was in it before.

The work was done when I reached home. The bill was just 55c. And that included double glass.

"All that fuss over a 55 cent transaction?" you exclaim.

No—there wasn't much money involved, nor much profit. But Sex, true to his policy, made his sale, and sold the better article too. The same keen use of those big eyes of his will just as often land orders involving $55 as orders amounting to only 55 cents.

In fact, I am living in the fearful expectation that he will be buttonholing me one of these days with the annoucement that nothing would gratify him more than to replace my old shingle roof with something up-to-date in metallic or prepared roofing, and that he will not take "No" for an answer.

Sex is what is colloquially termed, "a mixer."

Not content with infusing life into dead window displays, selling $1.75 articles to people whose price limit is 15 cents, and keeping his eye peeled for business ranging in magnitude from a 55 cent window pain to a $400 plumbing job, he finds time to be "chief push" in at least two of his church organizations, and holds office in the Sunday School. And this means, not that he seeks the offices, but that he and the officers are both looking for one another at the psychological moment. So that he must have developed to a large extent in himself that great factor in all successful business—the capacity for annexing friends.

Last summer, when the baseball season was at its height, he was an outstanding spirit in the hardware boys' team, which wiped the dust up with many an opponent on the diamond.

In years to come, when he has a business of his own—whether obtained by hard work or by the equally traditional process of absorbing his employer's daughter—I daresay he will be a leading worker in the Retail Hardware Association, a clear headed member of the city council, Lord Mayor, and—well, everything that is usually doing in the fairy tales, and probably a lot more.

Selling Cutlery in Hardware Stores

Pointers Regarding the Manufacture and Sale of Knives and Razors by a Clerk in a British Columbia Store Who Has Made a Study of the Goods He is Employed to Sell Displaying Cutlery.

By W. B. Christopher.

A good stock of cutlery ought to be carried by every hardware store. It is, or ought to be a very profitable line of goods. It should not be, as it too often is, a side line, but a regular staple line always kept to the front where it can be readily seen, and no opportunity lost to make a sale.

The buying and selling of cutlery entails a great deal of care and skill. A buyer or salesman to make a success of it, must have a practical, or at least a theoretical knowledge of the cutler's trade. For instance, a customer comes in to purchase, say, a pocket knife, you show him several patterns; two of these may look exactly alike and yet the one be double the price of the other, if you can explain to him why the one is higher in price, if you can show him that you know what you are talking about, he will, invariably buy the better article. The same applies to all lines of cutlery. Put as much of your spare time as possible into finding out the "why" of things. One method of getting a knowledge of cutlery construction is to find out all you can from travelers who come direct from the factories, either from Sheffield or from the scissor and shear factories of the United States.

Study Your Goods.

Don't be afraid to ask questions. The traveler, if a good salesman will be only too pleased to tell you all he knows, as the better you are able to sell cutlery the more his sales increase. Take a good well-made Sheffield knife and one of inferior quality and carefully compare them, not so much as to finish, as a poor knife may be fairly well finished, but as to general get up and workmanship, the fitting of the springs and scales, the grinding and edge, etc. You will very soon be able to tell at a glance which is the better of two knives.

In table cutlery there are so many different grades of knives that it almost takes an expert to tell the hand forged from drop forging, or shear steel from ordinary cast, and, as in use these things make a great deal of difference, if you can show your customer just exactly where the value lies he is almost certain to take the best. It goes a long way to have, and to show that you have, confidence in the goods you sell, this you cannot have unless you can intelligently talk on the points of difference between your own good line and a cheaper line, possibly carried by a competitor.

In cutlery it is a mistake to sell a poor article just because it is cheap. Keep the best and hold your trade. There is no satisfaction either to your customer or yourself in a poor article. On the other hand there is a very great satisfaction to hand out a good sample of the cutler's art and know that it is as near perfect as the most skilled hands can make it.

Another thing hardware men must remember is,—in selling cutlery they are not selling nails, and to put on a good profit accordingly. When a man buys a knife or set of carvers he does not want another immediately, and besides cutlery ought to be made to help out the many lines of builder's and other hardware that are too often sold at, or very close to cost.

English and German Goods.

As to the relative quality of English and German cutlery. In pocket knives the English article is undoubtedly the best, mainly for the reason that in Sheffield all the best makers use the hand forged blades only, whereas in Germany the blades are drop forged, that is, forged by machinery. In machine forging the steel has to be heated to a much higher temperature than in hand forging, and the one blow of the steam hammer does not anneal and toughen the steel as the slower process of hand forging. The hand forged article is always more expensive than the one with the "Fly" blades, but the extra price is more than made up by the superior quality. It occasionally happens of course that the best blade is imperfectly tempered or is drawn or burnt in the polishing and so rendered too soft to hold an edge for any length of time.

In razors the Germans owing to their superiority in hollow grinding have, since the advent of the hollow ground razor, made a superior article and so have had a very large trade both here and in England. During the past few years, however, the Sheffield cutlers have mastered the hollow grinding to such an extent that they now turn out a razor equal in grinding to the best German.

It is in the hands of the finisher that a razor is sometimes ruined. In polishing, the very thin blades are held on wheels running at a high rate of speed,

the friction creates a great deal of heat and if the blade, ground as thin as paper, is left on the wheel a few seconds too long it is blued and rendered unfit for use as a first-class article. The blue mark can be polished out very easily and leave no traces behind, the razor can be sold as perfect when it is really of little or no use, as it will not hold an edge. With the best makers the greatest care is taken to prevent the drawing of the temper in polishing and any that are so spoilt are either thrown out or sold under another brand as seconds. So it will be readily seen that it pays to get the very best makes of razors.

In selling razors have a few of your best patterns that you can guarantee and always offer to exchange any that may not be perfectly satisfactory. Judge if you can what style and weight of razor will suit your customer's beard; and what is even more important see that he can strop a razor as more razors are ruined by improper stropping than by any other cause. In this way you will have little or no trouble with your razor trade.

Displaying Cutlery.

Keep a special case for cutlery and have the knives laid out neatly either on their boxes, or better still, have special trays made with spaces made for each pattern, covering the tray with a bright cloth or piece of velvet, a red or some color that will show cutlery off to advantage.

Occasionally make a special window display and do not wait until Xmas to do so. Put in as many patterns as possible to show the variety you carry, and you will be surprised at the effect it will have on your cutlery sales.

One thing be very particular about,—keep your cutlery clean. Always have a chamois skin in your show case and always wipe carefully the blades of every knife shown to a customer, whether he handles it or not, it won't do any harm to be sure and a sweaty finger mark left on a blade means rust and a consequent depreciation in value. A very little time expended on your cutlery case every day will pay you. Keep it clean and bright and tidy. "Have a place for everything and keep everything in its place."

Travelers Deserve Decent Treatment.

Two Examples of How Retailers Lost Opportunities by Failing to Extend Common Courtesy to Travelers—A Few Don'ts to Salesmen—The Passing of the Drummer.

By Weston Wrigley.

The story was told at a recent retail hardware convention of how F. S. Lovett, a Kansas retail hardwareman, happened to be in a nearby town one day last summer and having an hour to spare after concluding his business decided to call upon a hardware dealer whom he knew by reputation but had never met at any of the retail conventions.

Walking in he presented his card without receiving any reply, but after lingering a few minutes looking over the store he was approached by the merchant, who said:

"Well, Mr. Lovett, we can't do anything for you, if that's what you are waiting to hear me say."

"All right, Mr. A., I thank you very much, but I have not asked you for anything, have I?"

"No, sir."

"How much do I owe you for my standing room here?"

"Not a dollar, sir."

"All right, sir, I will finish looking over your store."

After returning home Mr. Lovett wrote Mr. A. drawing attention to the courtesy and saying that as he had evidently been mistaken for a traveler he wanted to point out that travelers have feelings and are entitled to decent treatment and it was only narrow-minded, hard-hearted and stiff-necked retailers who treated traveling salesmen like dogs while wearing a Sunday-go-meeting smile when talking to a customer. Mr. Lovett rubbed the point in good and strong, saying, that an intelligent traveler, though young, can often give valuable pointers to retailers old enough to know better than to know it all. Then he wound up by extending Mr. A. a cordial invitation an easy chair and a cigar if he ever found it possible to visit Mr. Lovett's store.

A Too-Common Fault.

Another case is that of a salesman doing missionary work for a manufacturing company, his plan being to canvass machine shops for orders at retail prices and then turn over the business to a local retailer who places a certain sized order. The salesman selected a retailer in a certain town and called to show samples and outline his proposition. The merchant promised to attend to him at once if he would lay out his samples on a rear counter. This the traveler did to the best advantage and after waiting half an hour went to the office, only to find that the merchant had gone to lunch and would not return until 3 o'clock.

"I am sorry to hear that, for I have to reach Waterbury this afternoon to keep an appointment," said the salesman.

"Suppose you have," ejaculated the office man, "the boss don't care nothing for drummers, for he says they needn't wait if they don't want to." The traveler's experience told him that the merchant, realizing that he had the representative store, felt that he could be a dictator to those who sought his trade. Taking his business card he wrote this note, which he left with the bookkeeper:

Dear Sir:

I did not come by appointment,
But I opened my samples by appointment,
And I leave without appointment.

Yours respectfully,
B———

The merchant swallowed his pride and telegraphed the salesman to come back, giving him the required volume to earn a 25 and 10 discount, but receiving only a straight 25 from the traveler, the manufacturer backing up its representative by refusing to give the extra 10, the retailer having to be satisfied with 25 off as long as he kept the agency.

Courtesy Always Pays.

There are still many retailers who make the traveling salesmen's lot hard by discourteous actions, cutting them off abruptly or curtly telling them they needn't open their case as there is nothing wanted. But the retailer of to-day is broadening out, his trade newspaper and the retail conventions are making him realize that it pays to be as friendly and courteous to a traveler as to a retail customer.

The best buyer is the man who has been a successful seller of goods providing, of course, he is able to be as thoughtful and courteous in buying as he was in selling. The successful buyer for a retail store must be a man capable of cultivating the friendship of the travelers as it is through this source that he can verify and turn into profit the market information he gathers by a study of trade papers. A knowledge of the goods and of the state of the market is essential and who is in a better position to explain the utility of new goods or the market tendencies than the salesman to whom these subjects are the chief topic of conversation from week end to week end. Then there are other kinds of information which can be secured from friendly salesmen. For instance, stocks of a certain class of goods may be getting short and a glut may be pos-

sible. The traveler who values his customers' confidence and trade will not give wrong information.

The merchant's credit is his greatest asset, whether he conducts a "cash at both ends" business or not and the statements of the traveler who calls on the merchant have much to do with the building up of a business reputation which is a decided advantage in periods of prosperity as well as during eras of dull times.

Some Don'ts for Travelers.

The experienced traveler has, of course, been the one in mind when writing the above, but even some of the experienced adopt methods which encourage some retailers to be abrupt and uncivil. Judgment must be used in all things and the traveler who is not considerate of the interests and feelings of the merchants he calls upon is not likely to be drowned in the milk of human kindness. Matters in this world are too materialistic to expect men to turn the second cheek while the first is smarting from a blow.

Be patient, of all things, and don't push yourself upon a merchant when his store is crowded with customers or his desk piled high with correspondence. Let your presence be known but bide your time. Or if the customer is slow in deciding what quantity to order help rather than hurry him to decide, and if you value his future business don't let him overload. If a customer is worth calling upon he is worth waiting a few minutes for. But expect him to keep his promises and be sure to keep yours, besides guarding against wasting his time. And if the "boss" is not in don't let the clerk or office employes use you as an excuse to "soldier." And, equally important, be honest with your own employer by fulfilling your engagements. If you are given expense money and are expected to cover some small towns, don't go to a telephone office and book a few kegs of nails over the phone when there is a good sorting order waiting for a salesman to call and get it.

Passing of the Drummer.

Evolution brings changes in road salesmanship as in every other sphere of life. The old-time drummer who used to go forth with a pocket full of expense money, a supply of cigars and a mind full of questionable stories has been side-tracked and it is painful to see the few of this type left trying to keep up with their more modern competitors for business.

Slapping a customer on the back and asking him across the road for a drink may have been a successful method of "taking orders" in the past but the modern salesman occupies the story-telling time in talking business, he knows his goods and if opportunity offers he passes some of the knowledge on to the merchant to be in turn told to the clerk. He, too, has an eye for business and instead of taking the orders given he is ever alert to suggest means of developing trade which may be profitable alike for both retailer and the house the salesman represents.

The Travelers' Last Trip

Far From Home at Christmas Time He Managed to Make the Round Trip and Close His Order Book Before the Holiday.

A True Story by J. R. Terrill.

The life of a commercial traveler is both hard and dangerous. He sells goods all day, and rides all night. An accident on the road may kill or cripple him. Exposure may develop consumption, or ill cooked food may make him a dyspeptic. He is assailed by temptations which would be powerless amid the restraints of home. But weariness of mind and body, and the necessity of being friendly with customers, often tempts him to do that which degrades his soul and enfeebles his body. He is to be congratulated if he goes off "the road" as pure and strong, as when he went on. Some do, and what is more, develop Christian character while exposed to the vicissitudes and temptations of the "drummer's" life. The incident referred to below is a true story that will appeal to all.

"I have taken my last order, I am going home," he said, as the clock struck the midnight hour. The nurse looked at the doctor with a significant glance, and whispered: "His mind wanders." Presently he lifted his feverish head from the pillow.

"Any letters from the house?" he inquired. "There ought to be letters here."

Then he slept, and in his sleep he was a boy again; babbling of fishing streams where the trout played, of school hours and romps with his mates. At twelve he suddenly awakened.

"All right!" he called in a strong voice. "I'm ready!"

He thought the porter had called him for an early train.

The doctor laid a soothing hand on him, and he slept. In his sleep he murmured, "Show you samples of our goods? I'm going off the road now. This order closes me out. The house has called me in. Going to have my first vacation, but I shall lose—time—time!"

He dozed off, and the doctor counted his pulse. Suddenly the sick man started up. "Give me a letter from home. Ellen always writes to me here. Dear girl! she never disappointed me yet. And the children! They will forget me if my trips are too long. I have only a few more towns to sell. I promised to be home Christmas—I promised to be home—promised——"

He slept again, and again awakened with a start. "No word from the house yet?"

He was going fast now. The doctor bent over him, and repeated in a comforting voice, the precious words of promise: "In my Father's house are many mansions. If it were not so I would have told you."

"Yes—yes," said the dying traveler, faintly. "It is a clear statement. It is a good house to travel for. It deals fair and square with its men."

The chill December morning dawned. The end was very near. The sick man was approaching the undiscovered country from whose bourne no traveler returns.

"I've changed my route," he murmured faintly. "The house is calling me in. Write to Ellen and the children that I am—on—my—way—home—it's in my sample-case—without money and without price—a good house; fills all its orders as agreed. Call me for the first train. I am going to make the round trip, and get home for Christmas."

They laid his head back on the pillow. He had made the round trip. He had gone home for Christmas.

THE TRAVELING MAN.

Wherever you travel, wherever you go,
Over the ice or over the snow,
Whether over water, whether on land,
There you'll meet the traveling man.

With fleetness of foot like the twinkle of an eye.
You'll have to be swift or he'll pass you by,
He is hunting for business thro' dust and thro' sand,
This is the life of the traveling man.

He is known for energy, for push and for vim;
Don't make any mistake, for it's certainly "him;"
The weak he doth help, but the strong withstand,
This is the pluck of a traveling man.

Hardware Merchants' Business Methods

How Guelph Merchants Deal With Slow Pay Customers—Figuring Net Profits — System in Handling Stock and Delivering Goods—Collecting Freight Claims From Railway Companies.

Dealing With Slow Pay Customers

Guelph Merchants Learn the Advantages of Local Merchants Uniting for Mutual Advantage—An Official Collector Appointed and a List of Dead Beats Printed.

By Stanley Nicholson.

There is no more perplexing question in all a merchant's long list of troubles than the "dead beat" question. As a matter of fact it is roughly estimated that the great army of "dead beats," and they're not only dead, but ice-cold accounts, have been the cause of failure in the cases of many enterprising and energetic merchants, and have brought about all too soon, that hairless spot on the heads of hundreds of others. How to meet this great and apparently increasing class of careless, thoughtless, and, in many cases, dishonest people, is a problem that it is up to the man of to-day to solve. Let him once get a satisfactory solution for this problem and at least 60 per cent. of his troubles will take unto themselves wings, for every merchant knows that it is one think to get a list of customers and sell a lot of goods, and quite a different proposition to keep the bad accounts off his books.

It seems that the Retail Merchants' Association in Guelph has at last found what merchants in other towns and cities want—a system of handling successfully the people who do not pay. Their system not only brings in to the members of the association accounts that have been looked upon as uncollectable, but prevents the bad pay customers from getting further and further into debt and going the rounds of the merchants in the town as bad pay people often do.

How the System is Carried Out.

The official collector system was established in Guelph last June. The Retail Merchants' Association there, after a lot of work and discussion, brought out their new idea. Their object was originally to appoint a collector to act as an official of their association, and to be recognized as such. They foresaw the advantage there would be in it, even in the saving of collection fees alone, and believed, that rather than let their neighbors see a recognized collector calling periodically at their homes, many of their delinquent customers would pay up. They finally decided that it would be better to have their officer paid a salary than a commission and selected for the position, in the person of an ex-storekeeper, D. A. Scroggie. The next question that confronted the association was their official's salary and how they were to raise it. They finally made a bargain with him to take over the work of drumming up their bad accounts for $700 a year. This amount, with the rent of the collector's office in the heart of the city, telephone fees, stationery, and other expenses, amounting in all to about $900, they decided to raise by taxing the merchants who would reap the benefits of the scheme.

A Collection Committee was appointed, consisting of the President, F. Waters; Secretary, H. O. Occomore; G. B. Ryan and J. A. McCrea. They got together and drew up a list of the eighty odd merchants who belonged to the association, assessing each man what they believed was a fair amount, or a fair share of the collector's expenses. Their assessments, ranged from $5 to $15 per year, according to the size of the firms that belonged, and the amount of business done by them. When this list was drawn up it was presented at a meeting of the association, and all the merchants who were satisfied with their assessment on the list, signed their names opposite their respective amounts. Some of the merchants did not at first think a great deal of the idea, and believed there was little to be gained by it. Enough fell in line, however, to make the thing go, and in a very short time the rest saw the advantage of it and began to fall in line. The scheme is now working with such success that the life of the delinquent in the Royal City is anything but a bed of roses.

Strong Point of the Plan.

The official collector of the association was not very long getting acquainted with the slow pay people of the city. While by no means the most welcome visitor at their homes, he was undoubtedly one of the most persistent callers they had. Rather than have him making official calls at their homes every week or so, many people who could not be persuaded by lawyer's letters or threats of suits to settle, settled with the "pesky collector" so as to be rid for ever of him. All kinds and conditions of accounts began to come in as if the merchants all possessed magic magnets and could simply pull the money out. When asked if the money had come in to such an extent as to pay the cost of the collector, President Waters very emphatically stated that in many cases the merchants in the past few months, which, after all, was only a trial, had received over ten times the amount they paid annually in fees—money that they had thought it was absolutely impossible to collect.

But this is by no means the strong point of the plan. The real value of the scheme was evidenced when the "black list" plan was adopted. The "black list" was what really opened the eyes of the stubborn delinquent and gave the merchant the greatest surprise of his business career. This is how it happened. The collector at the end of the first month, in addition to a report of the collections he had made, submitted a list to each merchant, of all the "dead beats" in the city. This list was a revelation. It showed not only how much money "Mr. Dead Beat" owed, but in how many different stores he had accounts. Then, the merchants saw really where they were at. They realized then why some customers had all at once started to deal very largely in their stores in spite of the fact that they lived in opposite parts of the city. They saw through some wonderfully touching hard-luck stories that they had heard, in a manner that set them thinking, and thinking hard. They awoke and were mighty glad of it.

Nor were they alone surprised. When one of those smiling, affable women would come into the store on which she happened to be sponging at that particular time, and with a superfluity of excuses, would ask to have a matter of five or six dollars worth of goods added to her "little bill," the merchant would quickly look her up on the list, and, finding that she had a dozen or so more "little bills," of $20 or $30 with other merchants around town, politely but sternly refuse her any more credit. The

woman, of course, would assume an attitude of indignation.

She would wonder how they "got wise" until in a day or so she would answer a ring at her door to meet the official collector of the association, not with one, but with all her local accounts. Then in a few brief, well chosen words, the collector would explain to her the system and the beauty of it in dealing with forgetful people. After several calls of this sort on the part of the tactful and persistent official the simple lesson of honesty, so long neglected, is generally learned and the delinquent finds that the only way to get off the list is to pay her way and she generally begins to pay.

Sometimes, when the amounts involved have been large, the families have decided to leave town, but the watchful collector keeps his eye on the moving van, and already in Guelph several parties who contemplated leaving the city have been met at the station and finally persuaded to stay a while and make a few sundry settlements. The collections alone make the scheme a paying one, but the black list feature of it is what does the merchant the most good. It warns him not to let the bad ones get any further in on the wrong side of his ledger. If there was not a single collection made the black list scheme alone would pay the merchants for the expense involved.

Collector Has Queer Experiences.

It was originally intended that the collector should wear a uniform, but so far it has not been found necessary. He is a very well known man about town. Some of the experiences of this man who knows the pay days of a lot of Guelphites, are interesting, and some very amusing. The merchants at their meetings and among themselves have many a hearty laugh over some of the reports that he makes.

On one occasion he called at a very fine brick house in the good residential section of the city. At first he thought he had made a mistake, but found that it was the place all right. As it was his first call there he went around to a side entrance and knocked at the door. The lady of the house happened to be bidding one of those long-drawn-out farewells to a lady friend who had made an afternoon call, and these conditions made it rather embarrassing for the collector, and rather more so for the lady of the house. He stated that he was the official representative of the Retail Merchants' Association, was kindly asked in and questioned as to what he wanted. He then stated plainly his mission. "O, yes, yes, of course, I intended to pay those accounts long ago, but kept forgetting. Wait a minute, I'll get you the money now." It was a good haul for the collector, for that woman had been forgetting for several years.

But the official does not always happen in at such an opportune time. Another woman, upon the occasion of his fifth or sixth call, threatened him that when he called again (that was if he had the nerve to call again) he would be met by her husband, who would not merely tell him to go. "That's good," was the collector's reply. "I would really like nothing better than to meet your husband and talk the matter over with him, for I am sure you must be getting tired of seeing me, and I am just as tired of calling, but it's my business to call and keep on calling till I get the money. That's what they pay me for you know. Next time he did meet the husband, but instead of being kicked out he was given a check.

Sometimes, he reports, they pretend they are out and do not answer his ring at their doors, but on such occasions, if he knows that they are not out, he calmly sits on the steps and fills in time going over his day's business until a delivery man or some other welcome visitor comes and gives him a chance to enter.

Taking it all through, the scheme is a wonderful success. Every merchant who is in on it is pleased with the results, particularly the black list part of it. To quote one of them: "It may not actually bring about the millenium, this official collector scheme, but it will help a whole lot, if generally adopted and properly carried out."

There is certainly no reason why it should not be a success in any town or city where there are merchants enough to make it self-sustaining.

System in Handling Hardware Stock

Forms Used in a Montreal Store—While Returns Hardly Warrant the Expense Many Retailers Desire Accuracy Even Though it Costs Money.

By Fred. C. Lariviere.

Believing that simplicity and uniformity are the two absolute qualities of any system to be successful, we have adopted in our business the following:

Every sale slip can indifferently be used for a credit or cash sale and the duplicate must remain in every book. No goods of any kind are delivered except on a sale slip or on an order from the clerk making the sale on which must be marked the number or numbers of sale slips.

Sold by No. 15
Book No.

Amiot, Lecours & Lariviere, Inc.

Montreal, ... 190

Sheet No. 1

Mr *John Smart* Residence .....

TOTAL		EXT.		PRICE	CK.	QUAN.	DESCRIPTION	PRICE	EXT.		TOTAL	

Fig. 1. Sales Slip (Made in Duplicate for Goods Sold Over Counter, 6 x 7 Inches.

AMIOT, LECOURS & LARIVIERE, INC.

Montreal, ... 190

ORDER No. B 13951

Sold to .....

Sold by No. .....

Address .....

Deliver to ..... Street

Terms .....

TOTAL		EXT.		PRICE	CK.	QUAN.	DESCRIPTION	PRICE	EXT.		TOTAL	

Fig. 2. Sales Slip (Quadruplicate) Used for Team Delivered Goods. 7 x 8½

Fig. 1 is a leaf of a book of 50 sale slips made in duplicate and numbered 1 to 50. On these books are added the number of the clerk and consecutive number of his books up to 1,000, when we again begin at 1. These are used by our indoor salesmen only, who mostly sell goods delivered over the counter at time of sale.

The sale slip marked B. 13951 (Fig. 2) is one of a book containing 50 quadruple sale slips, which we try as much as possible to use for sales of goods to be delivered by our teams. These are used by our city salesmen, although our indoor salesmen have them also but seldom use them. The first slip goes to the shipping department, thence to the office; the second remains in the book; the third and fourth are used for delivery—one for the customer and the other one to be signed by the customer and returned by driver.

Sale slip No. 19851 (Fig. 3) is used by our out-of-town salesmen. At their request we have made the size as small as possible, so as to enable them to carry their sales book in their pocket. On this we glue a cost slip, as you will notice. This book is made in triplicate —the first goes to the house, the second to the customer and the third is kept in the book. These last two forms do not require the book number, as none are numbered alike; we put the salesman's number to help reference. On all forms extension columns are on both sides, right and left-hand. The left-hand is used for cost price and the right for selling price, and both are figured out and priced at the same time, so that the sales manager can, at a glance, when checking, detect any error either in cost or selling prices.

We have also added to these another slip. Fig. 4, used for the delivery of goods (by our team or parcel boy), sale of which is recorded on slip Fig. 1. After "Charged," near top line, the first number is number of clerk; second is number of sheet, and third is number of book. If bulky goods, such as washing machines, screen cloth rolls, etc., are to be delivered to the customer, the sale slip or an order on form Fig. 4 is sent to the head of the department, who checks off the goods he delivers.

Every sale is verified by another salesman and no goods are delivered without sale slip or order form bearing the number of clerk, slip and book. We believe that by this system we have been able to cut down to its lowest possible point

AMIOT, LECOURS & LARIVIERE, Inc.

Order No. 19851 Montreal, ... 190....

Send to .....

Post Office Address .....

Extension	Discount	Net Price	Sold by No.	Per ..... Terms .....

Fig. 3. Sales Slip (Duplicate) Used by Out-of-Town Salesmen, 7 x 8½.

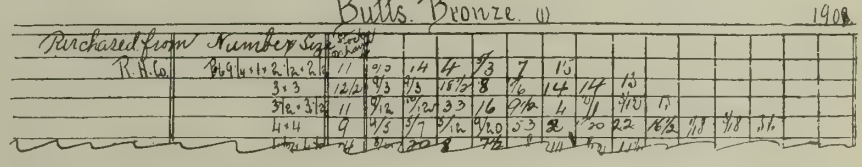


Fig. 5.—Stock Record Form for Goods Alphabetically Arranged 11 x 11.

A. L. & L. No. 5605 Montreal, June 1st 1908

Order to P. & H. Dubois

For Account of AMIOT LECOURS & LARIVIERE, (Incorporated)

Date of Shipment: ..... No Insurance

Conveyance: ..... Port of Delivery: .....

Terms: ..... Draft less cash discount.

Freight allowance: .....

N.B.—We pay no exchange or packing charges unless specially agreed upon.
Foreign invoice in triplicate original and duplicate duly certified and each case to be numbered.
We make the foregoing a condition of the present order

Fig. 6.—Order Form Made in Duplicate 8½ x 11 Inches.

CHARGED 15,1,010 909-911 ST. LAWRENCE BOULEVARD

Montreal, ... 190....

Mr *John Smart*

PLEASE RECEIVE FROM **AMIOT, LECOURS & LARIVIERE, INC.**

THE FOLLOWING GOODS

Fig. 4. Delivery Receipt Blank (Duplicate), 5½ x 5½.

the delivery of uncharged goods, unless the customer helps himself.

We would call the attention of your friends more to the principle adopted than to the forms we use, for these are made to conform with our different departments, as in addition to our retail business we have six men calling on architects and contractors; then we have our salesmen for our jobbing business.

Stock Records.

There are various forms of stock records; card or loose leaf are used extensively. Some classify goods alphabetically only; others classify by departments, then alphabetically, without regard to the source of production or from whom said goods have been purchased, although

same is noted as in form Fig. 5. The first column is to register from whom bought; the second column contains number and size; the third, stock on hand when installing the system; the fourth and following, the various purchases made and stock at end of each year; 9-3 in the second line, fourth column, means 3 prs. received in the eighth month, the year being designated by the color of the ink. 14 on the second line, fifth column, is the stock on hand at the end of the year, the color of ink indicating the year.

Others prefer record of stock on card or loose leaf under the name of the firm from whom goods are purchased without paying any attention to the class of goods, as in Fig. 8. The top line is used for the name of the firm, on the second the name, number and size of goods; to the left the date and number of order with the quantity under each heading, the check mark indicates that the invoice has been received. To this is sometimes added in lead pencil or different colored ink the stock on hand at various intervals with date.

In both cases proper delivery of goods

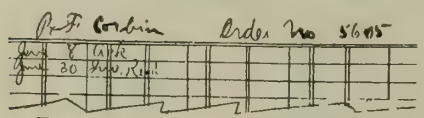


Fig. 7. 3 x 5 Card. "Orders' Diary"

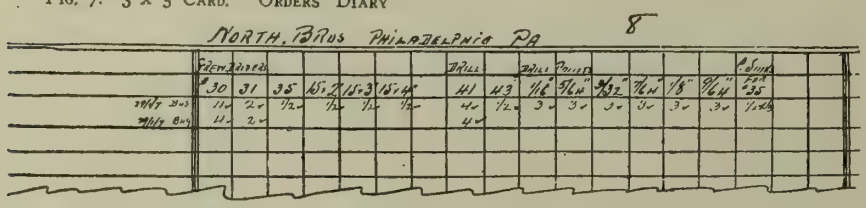


Fig. 8.—Record of Stock Loose Leaf Form 11 x 11 Inches.

ordered is taken care of by the duplicate of order form, Fig. 6. The expected date of acknowledgment of order and receipt of invoice is entered on a card, Fig. 7, called by us "Orders' Diary." Promises of shipment are also noted on these cards. In a drawer are placed the cards; this drawer contains indexed cards dividing each month and in each month are cards numbered 1 to 30 or 31, as the case may be. This is a following-up system, which can also be used for prospects, collections, purchase of seasonable goods, noting engagements and even for maturity of purchases.

In our opinion loose leaf, Fig. 5, is the best, for it permits us at a glance to see the various purchases of one class of goods, whether they have been purchased from one or ten houses. On forms, Figs. 5 or 6, could be deducted all sales and by taking stock you could see if it agreed with records. Returns would not warrant the expense this system would involve, unless the information is desired regardless of cost.

HOW TO FIGURE NET PROFIT.

By H. R. Wellington.

In every business a certain class of expense accounts must be kept, although the titles and arrangement may be particular to the class of business carried on. For instance, in a certain business where advertising is a special feature, it is desirable to open a separate expense account for advertising; then again, cartage or freight may be unusually heavy items and it is necessary to know the total amount expended yearly for each item. These expense accounts may be grouped under comprehensive headings, such as "Heat," "Power," "Water," "Light," etc., but the information gained by separate accounts for each heavy expense item more than compensates for the extra work involved in opening a few new accounts. A plan adopted by a number of large concerns who desire to have detailed information in regard to expenses, is to have representative accounts in the ledger and a special itemized expense book with twenty, or even thirty columns for classification, which book is written up each month from the book of original entry, thus giving the total expenses for each minute division monthly.

Expense of a Retail Store.

At the end of a certain period we find the total of the various expense accounts, after making allowances for (1) insurance prepaid, (2) stationery and sundry expense supplies on hand, (3) rent and taxes due, etc., to be as follows: Light $50, power $15, water $10, heat $60, rent $500, taxes $30, postage $25, stationery $30, salaries $3,000, express and freight $75, delivery $40, 'phone $20, wrapping supplies $30. These items may be classified as follows:

Heat, power, water, light	$ 135
Rent and taxes	530
Postage and stationery	55
Salaries	3,000
Carriage and delivery	115
Store expense	50
Total expenses	$3,885

The sales for the same period amounted to $40,800, the purchases of new goods $30,000. The stock on hand at the commencement (taken at cost) amounted to $7,000 and the stock on hand at the close, taken on the same basis, amounted to $6,500. The trading account therefore shows as follows:

Trading Account.

Dr.	
Stock on hand	$ 7,000
Purchases	30,000
Gross profit	9,500
	$46,500
Cr.	
Sales	40,000
Stock on hand (at finish)	6,500
	$46,500

The partners' share in the profits is simply a matter of arrangement between the partners themselves, but for the sake of illustration we will suppose that $8,000 has been invested in the business, and that each partner gets a salary of $1,000 a year. It has also been decided to charge against the profits interest at the rate of 6 per cent. on the capital invested. Our trading and profit and loss accounts would then appear as follows:

Dr.	
Total expenses	$3,885
Net profit	*5,615
	$9,500
Cr.	
Gross profit	*$9,500
Dr.	
Partner salary	$1,000
Partner salary	$1,000
Interest, $8,000 @ 6 per cent.	480
Balance credit profit and loss	*3,135
	$5,615
Cr.	
Net profit	*5,615

USEFUL LEGAL NOTES.

A note by a minor is void.

It is a fraud to conceal a fraud.

Ignorance of the law excuses none.

Signatures in lead pencil are good in law.

Notes bear interest only when so stated.

Principals are responsible for their agents.

A receipt for money is not legally conclusive.

An agreement without a consideration is void.

A promissory note dated on Sunday is void.

The acts of one partner binds all the others.

Contracts made on Sunday cannot be enforced.

The law compels no one to do impossibilities.

A note obtained by fraud, or from one intoxicated, is void.

If a note be lost or stolen, it does not release the maker; he must pay it.

How to Handle Freight Claims

The Essentials of a Successful Claim and the Importance of an Accurate Statement Outlined—Sample Form Used Successfully by the Granby Hardware Company.

By C. E. Max.

A claim should, in every instance, be based upon uncontrovertible facts substantiated by documentary evidence. By this I mean to eliminate all likes and dislikes and all displays of temper—be sure of your ground and then establish your claim. The simplest way to do this is always the best way, and the time to secure facts is at the time goods are delivered to you. You may have a claim for leakage and conclude at once that the shipper would not send a leaky package and the railroad company had no business to receive it if it did. Upon this assumption you might refuse to receive the shipment and throw it back onto the company's hands. When after a long and tedious fight for the settlement of this loss you finally agree to a careful examination of the package, it may prove that in crating this shipment a nail had been driven through the crate into the can and the leakage started by the jolting of the package in transit loosening up the nail hole, through which the contents was lost. It is plainly seen that the railroad company would not be responsible in this instance, and any reputable house would reimburse you at once.

It is better to spend ten minutes of your time investing the validity of your claim than ten hours fighting for settlement of an indefinite claim.

Claims for Losses and Over-Charges.

Claims are usually based upon loss or over-charges. A claim for over-charge may ordinarily be sustained by the mere presentation of the freight bill calling attention to the over-charge, but where a question of the proper classification of the goods arises the invioce may have to be referred to in order to establish the class of goods actually covered by the bill. You all know that a case containing several different classes of goods is subject to the application of the rate on the highest class.

When you order a bill of goods you are entitled to the bill of lading or a copy of the same, which should accompany the invoice. It is plain to see that this will facilitate your check of the consignment by comparison with the transportation freight bill, and should discrepancies, loss or damage occur in transportation, have notation made by delivering agent showing your exceptions upon face of the bill and you will have smooth sailing with your claim.

Now you have your freight or expense bill with the exceptions noted thereon by the agent, and this, with your bill of lading, showing usually a clear receipt, will form two important documents for your claim. To these add your original invoice or a copy of it (I invariably use a certified copy and keep the original at home), which makes the third indispensable document in filing a claim. Now make out a statement to the railroad company charging them with the amount due you and specifying plainly any facts pertaining to the claim, and these four documents will invariably bring you the desired results. Number your claim papers consecutively and keep a copy of these statements for future reference.

Should settlement be unreasonably delayed, follow up with tracer, which means a simple letter to the agent with whom you filed the claim, referring to the claim number and date of said filing. My experience has been that, where bulky correspondence is eliminated and as few words as possible used in filing a claim, the results are more satisfactory. Do not complicate your claim by trying to explain too many things. State facts, and the railroad company will do the balance.

W. W. SCHOLES, Manager. TELEPHONE 2?

Wagons, Buggies, Plows, Cultivators, Paints and Oils

Granby Hardware & Implement Co.
LEADERS OF LOW PRICES

Powder, Fuse, Caps, Shovels, Wire, Rope, Drill Cable, Iron and Steel.

GRANBY, MO.,

CLAIM FOR Goods broken in transit
Frisco RAILROAD COMPANY

OUR NUMBER 128
YOUR NUMBER 137462
DATE OF CLAIM Dec 17-1907

DR. To Granby Hardware & Implement Co.
Granby, Mo.

		Amount of Claim	Amount Paid	Date Paid
On Shipment Washing Machines	Weight			
From St Louis Mo	Should Be			
To Granby Mo	Excess Weight			
B/L Dated Dec 12-1907	Rate Charged			
Consignee Self	Should Be			
Invoice Dated Dec 12-1907	Excess Rate			
Consignor Lumm Furniture Co	Damaged How			
Way-Bill No. 1273	Articles			
Way-Bill Date Dec 12-1907	Bracket Wheel Broken	75		
Car Number 12348	Express on repair part	35		
Car Initial AT&SF		1 10	1 10	Jan 10-1908
Expense Bill No. 274				
E/B Date Dec 16-1907				

REMARKS: Copy of invoice, Bill of Lading and Express bill filed

Yours Truly,
GRANBY HARDWARE & IMPLEMENT CO.
BY W W Scholes Manager.

Claim Blank Referring to Damaged Freight Shipment.

The Importance of Promptness.

Promptness is quite a factor in the success of a claim. I never delay the filing of a claim waiting for bill of lading. should that document be lost or not mailed with invoice, but start the investigation at once with a statement that the bill of lading will be produced later

and follow the claim papers. Promptness in every phase of business is, in my judgment, one of the important keynotes of success. A sluggish person in charge of your claim department would better be sent off to some watering place where he can take life easy and let some wide-awake person have a chance to make a success of that department, which I consider a very important end of any business. It is the balance wheel to a business and affects your annual report of earning to a very great degree, as it deals with every department of the business during the entire year. A well regulated claim department is an asset to the business outside of the claims which may be handled, as it will create a carefulness on the part of those with whom you have dealings which in itself is a protection to your business.

In instances of petty losses from cases or crates, be sure to find any evidence of the box or crate having been opened and have the delivering clerk or agent fully understand the matter, as his attitude will forecast the answers he will make to the company when your claim is referred to him. He may try to shift responsibility, but you want facts, and should he refuse to handle your claim properly, secure an outside witness to the condition, have him sign the statement with you, then mail the papers direct to the claim agent or general claim department of the road with an explanation for so doing.

Broken Castings.

Stove castings and miscellaneous castings are usually broken by rough handling or accidental fall. In such cases examine the package for any signs of rough handling, like the jam of a truck, etc.; then examine the broken parts for old cracks or flaws, which will be very important evidence in support of your claim and assist in placing the burden where it properly belongs.

The head officials of a road must be reasonable in dealing with the public, if they retain their prestige in this age of competition, and any agent or clerk, who is big-headed or insolent has a wrong conception of his duty to the patrons who give the road their business; but it is generally a very easy matter to bring about an adjustment of your difficulties if you will keep cool and note carefully the points mentioned.

Common Sense and Energy.

There is nothing mysterious in the handling of claims. You may substitute copies for original documents, but there is no substitute for the exercise of a little common horse sense and energy while compiling a claim.

Poor spelling, poor grammar and poor writing may be overlooked and your claim meet with success, but a claim based upon a false premise, with untruthful statements running through it, ought to be pigeon-holed. Hence I reiterate: The few essentials of a claim are: The bill of lading; freight or expense bill, with the delivering clerk's notation of any exceptions upon the face of the bill; the invoices or a certified copy. These and a plain statement of facts in the presentation of the claim will bring you a satisfactory adjustment. Be sure that the delivering agent has a proper conception of your loss or damage and so noted on the freight bill. The importance of this is apparent.

If your claim department is a bugbear of your business, just try the method of reviewing that part of your work the first thing in the morning and report results at the next annual convention of the Retail Hardware Association.

BUILDING A MAILING LIST.

A good name list of customers and prospective customers is a valuable asset to any merchant. The retailer in the country village can use such a list to as much advantage as can the largest city merchant. In small towns the merchant must usually depend upon the resources at his command to build up a suitable list of names.

One merchant who wished to secure a name list sent out his clerks during dull times to call upon the people in their own homes. These clerks drove about the surrounding country and secured the names of all adults, arranging them under the various headings—Father, Mother, Young Ladies, Young Gentlemen, Boys and Girls. To these were sent circulars describing goods appropriate to all classes. If a family contained only adults, the circular describing children's goods was not sent.

Another method of collecting names is to give a voting contest of some kind, and arrange the ballots that each person voting must record upon it his name, address and such other information which the merchant wishes to know.

Good names can also be had from assessor's and poll lists of the townships in the vicinity of the merchant.

Another method by which the names may be obtained at practically no expense is to prepare cards containing five or six ruled lines, and give one of these to each of the country customers when they call at the store to trade. Request them to fill in the information asked and return the cards.

Some merchants offer no inducement more than the promise that the names go to make up a mailing list and those whose names appear on the list will always be promptly notified of any new goods or special bargains on sale at the store. Some merchants hasten the return of the cards by offering some inexpensive gift for each one brought back properly filled out.

RAILROAD CLAIM BLANK.

Effective methods of handling damage claims against railroads for freight lost or injured in transit are of great interest to the trade. Both wholesale and retail merchants have many such claims to make in the course of a year, and the latter, since they usually maintain but a small office force, are especially in need of some simple but sure and comprehensive system for filing and following up their claims. Very often a claim is filed and then forgotten and lost sight of and the railroad company is not likely to be the first to take it up. Frequently, too, in making claims by letter, merchants will leave out some important details which will cause unnecessary trouble and delay an adjustment.

Having experienced these difficulties, Granby Hardware & Implement Company, has evolved a method which, since its adoption, has enabled the company to handle and collect damage claims with much success. A railroad claim blank is used, as shown in the accompanying illustration. This is about 8 x10 in. in size and is designed to cover every important detail, and after using it more than a year no reason has been found to change it. The blanks are arranged in duplicate with alternating white and yellow sheets and are bound in book form, so that a correct record of all claims will be kept in one place, where it cannot be lost sight of. The original white blank is perforated so that it can be torn out and sent to the railroad company. In making claims it has also been found important to send the railroad companies a duplicate or certified copy of invoice, bill of lading and expense bill; all other data are shown on the blank form, as illustrated.

CREDIT SYSTEM LOSSES SLIGHT.

A Western dealer who had also less than one per cent. of the credit accounts carried sends out monthly statements and has found it to be of great advantage.

"There was a tendency on the part of some of my customers to become indignant at my method of conducting the credit end of my store at first," he writes, "but after I fully explained the system I was endeavoring to carry out, and that they would thus be apprised of how their accounts stood at the end of each month, they grew to like it more and more. It has served the purpose of inducing people, who owe the store, to

pay up before their accounts grow too large. In conducting this system, I make use of a loose leaf ledger to good advantage. It has both white and yellow sheets for original bill and copy. A cash register is in use, also, and in it tickets representing the day's charges are placed, and these are posted the following morning."

Following is the specimen of a sample account used in this store. The original is sent to the customer the first of each month, a carbon duplicate being kept in the ledger until the page is filled, when it is filed away in a binder

John Jones, Windsor, Ontario.

	Debits.	Credits.	Balance.
April 1, balance as per account rendered	....	....	$18.00
April 3, 1 grindstone	$5.00	....	23.00
April 10, 1 shovel	.90	....	23.90
April 15, check	....	$10.00	13.90
April 19, 100 lbs. blk. barb wire	3.50	....	17.40
April 26, nails 10, bolts 15	.25	....	17.65
April 31, cash	....	12.00	5.65

Hardware Store Accounting

A Man, Who Has Made a Study of the Business End of the Hardware Store, Outlines Some Practical Ideas About Store System.

Each clerk should be required to make out a sale slip for every sale, whether it was a charge or cash sale. When these slips are placed in the register a record is made at the same time of the sale on the detail slip in the machine. At the close of the day each clerk goes to the machine, takes out his sale slips, foots them up and enters them on a slip called "Clerks' Daily Statement." In case his cash does not correspond with his cash sale he is required to make notation of same on his daily statement. After he has made up his cash he puts all the sale slips, together with his cash in a pocketbook in his drawer of the register.

After the clerks have all made up their cash, the bookkeeper goes to the register, takes off the detail slip and checks each clerk's business with this slip. By this method the clerks are made more careful. They know if they make any mistakes during the day that they will be detected when that day's business is checked up.

By also requiring a slip to be made with every sale clerks are not nearly so liable to forget to make charges. I find at the end of the year that my per cent. of profits has amply paid me for the extra time that it takes to make these slips out.

After each clerk's business for the day has been checked up by the bookkeeper, all the slips are put in the safe until morning, at which time they are taken out and posted to their respective accounts in a loose leaf ledger. In posting these saleslips to the ledger we are careful to note in the folio column of the ledger a letter designating the name of the clerk that made the sale. By doing this it makes it easy to refer to the sale slip should that be desirable at any future time.

After these sale slips are entered to the debit of their respective accounts in the ledger, we prove the entry by footing up all the sale slips for the different departments, and enter them to the debit and credit of the different accounts to which they belong, this entry being made on the journal. At the end of the month the totals of these columns are posted to the proper accounts in the ledger.

After the total of the sale slips are entered on the journal, they are carefully folded together with a detail slip statement, and the detail slip from the cash register and filed in a card index under the month and date to which they belong. At the same time we are careful to keep each clerk's sale slips separately, so if we have cause to refer to them to verify any entry, it can easily be done.

If an account was disputed I can look at the account and see that "A" sold the time disputed, and that it was sold on, say, January 23. I would go to card index file, take out the sale slips for January 23, run through them, and find A's slips, and if there had been a wrong entry made I would thus detect it.

Handling Cash Items.

I never allow any cash to be paid out without taking a voucher for it, whether the account is paid in cash or by check. If my drayman brings up a shipment of goods, he brings the expense bill along with the shipment. We take the bill and check up the shipment. In case there is any breakage or shortage, I have it noted on the expense bill before I allow it paid. If this amounts to enough to justify a claim being filed, I have the expense bill to show with the breakage or shortage noted thereon. This together with bill of lading, will be two important documents in favor of claim.

To these add a copy of your invoice, together with a bill for your claim, make a copy of same, and you have a claim complete. When you file same have the agent with whom you file it give you the claim number, make a note of it on your claim, and your claim is complete and ready to file away. I have a letter file in my desk that I use for these claims. Before filing away I make a note of the number of claim in my diary, which I keep on my desk. If I do not hear from the company at expiration of the time I have allotted for that, I write to claim agent, calling his attention to same.

When any of us take an order for repairs, we do so on a small memorandum book used for that purpose. This book has perforated leaves that can easily be torn out. For illustration: If John Jones comes into my store and wants F428 for his cultivator, the clerk to whom he is talking makes a notation on the memorandum book like this: Order F428 for (giving name of cultivator) for John Jones, etc. This he will tear out and lay on my desk. At some convenient time during the day I will order the repair, keeping a copy of the order, and file copies away in same file that I have on my desk for railroad claims, etc. When the piece and invoice comes in, I take copy of order, and pin it to invoice. If repair is not to be sent out, I notify party by mail that the repair for his cultivator has come in and for him to call for it. Now, in marking the repair, I do so with a shipping tag, putting on this tag the party's name, the date he was notified, the price of the piece, together with the freight or express charge, as the case may be.

MISREPRESENTATION.

Selling goods at a fixed price that represents profits to your house is salesmanship, but the man who is constantly cutting prices and seeking ways and means by which he can secure orders by manipulation and misrepresentation, contrary to the rules of his house, is not a salesman, and he will not only prove a disappointment to his customer but to both his company and himself as well. Never misrepresent your goods; when it becomes necessary to do so it is time to quit the business, or secure another line that does not require misrepresentation. We all make mistakes, but the man who persists in making them is either a fool or dishonest. We are employed to represent our company, not to misrepresent it. If you are right you can prove it; if you can't prove it, the chances are you are not right.

SYSTEM IN DELIVERING GOODS.

The Russill Hardware Co., Toronto, who do a large c.o.d. business in Toronto and the surrounding country, keeping four delivery wagons going during the summer and fall months, have a simple system in their shipping department.

Fig. 1 illustrates the delivery slip on which a customer's purchases are entered, the slips being made out in duplicate, one to be retained in the shipping office and the other to go out with the goods to receive the signature of the customer and then to be sent to the office for checking. Each slip is numbered consecutively.

DELIVERY SLIP Toronto, ... 190 ....

Messrs. .....

Please Receive from

35 THE RUSSILL HARDWARE CO.

The following in Good Order 126 EAST KING STREET

	QUANTITY	DESCRIPTION

Received by | Sold by

Order No. | Ordered by

Fig. 1.—Delivery Slip in Use is 5½x7 Inches.

Fig. 2 illustrates the delivery sheet made out in duplicate in the shipping office, one retained by the shipper and the other taken by the driver as a guide for his delivery.

Mr. Russill states that the forms work well as every employe is made to realize that every part of the blank is to be used. As the cash system is used in the store the charge key in the cash register is not used, the system outlined working satisfactorily on c.o.d. orders.

DELIVERY SHEET THE RUSSILL HARDWARE COMPANY Nº 1108

DATE ..... TIME ..... ROUTE ..... DRIVER .....

REMARKS	C O D $	C	DATE OF SALE	NAME	NO	STREET	PUT UP BY	SOLD BY	NO PIECES	RETURNS CANS	RETURNS BOXES	ENTERED BY

Form 2.—Delivery Sheet about 14x8 Inches.

ROPE THAT WON'T SPIN.

A non-spinning rope has been recently made for use in quarries, mines, and similar places where it is desired to hoist heavy weights with a single rope.

With the use of the rope of standard design the load has a tendency to rotate because the action of the weight is to untwist the strands, and this tendency must be overcome by the use of a guide rope, by which the load is controlled on its journey through the air. As a test a block of marble suspended by the single line was raised from a depth of more than 250 feet without making a half-turn in its ascent. No guide rope was necessary.

In the construction of this rope an inner series of wire strands is wound in one direction over a core, and an outer series of wire strands is wound in the opposite direction about the inner series as a core. The wires which make up each of the individual inner strands are twisted in the same direction as the lay of the strands, but in the outer strands the individual wires are laid in opposite directions to the lay of the strands. The number of strands required for the second or outer layer must, of course, be greater than the number of strands in the inner layer.

For this reason the inner layer has the wires as well as the strands all laid in one direction as described, thereby giving them a tendency to untwist much faster than if they were twisted in the direction opposite to the lay of the strands. The wires in the outer layer, being laid in an opposite direction to the lay of the strands, do not tend to untwist as fast as the inner layer. The strands in the outer layer, however, counteract the tendency of untwisting the rope as a whole.

When a weight is applied to the end of the rope the greater number of strands of the outer layer has a tendency to untwist in one direction, whereas the fewer strands of the inner layer have a tendency to untwist much faster in the opposite direction, and it is found in practice that these two actions almost perfectly balance each other.

HOW TO MAKE SHOW CARDS.

The first thing which a beginner in the art of show card writing must learn is the proper materials to use writes W. R. Sendlebach. Those which I have found the best are as follows: First, red sable brushes, Nos. 1, 2, 4, 6, 8 and 10. Second, coach paint, ground in japan. This paint can be had in any color and must be thinned with turpentine so that it will flow freely from the brush. Third, cardboard varying in "ply" or thickness. It comes in four, six, eight-ply. For a card 7x11 inches, or one-eighth of a full sheet, six-ply is necessary, so that the card will hold its own weight without curling. For cards 11x14, or one-fourth sheet, or one-half sheet, use eight-ply, and for a whole sheet use ten-ply. These materials are all that is necessary. One of the most important things for a beginner to learn is how to care for his brushes properly. If they are allowed to become dry and stiff after they are used they will soon be ruined, and if they are placed in turpentine when not in use—as they are by many card writers, they will speedily rot. When the artist is through using them he should wash them clean in turpentine and grease them with a little vaseline. This will keep them always soft and moist and preserve them for a long time. Constand practice is the one great requisite and not less than one hour should be devoted to it each day. The student should secure a good model of the Roman alphabet and take up the study of one letter at a time, never proceeding to the next letter until he has completely mastered its predecessor. By the time that he has done them all he will have become an expert.

Special Saturday sales are being conducted by some stores from 7 to 9 p.m. to catch the after supper trade of working people who are unable to shop during the day. The goods put on sale are such as will appeal to the popular trade. This plan usually meets with good success.

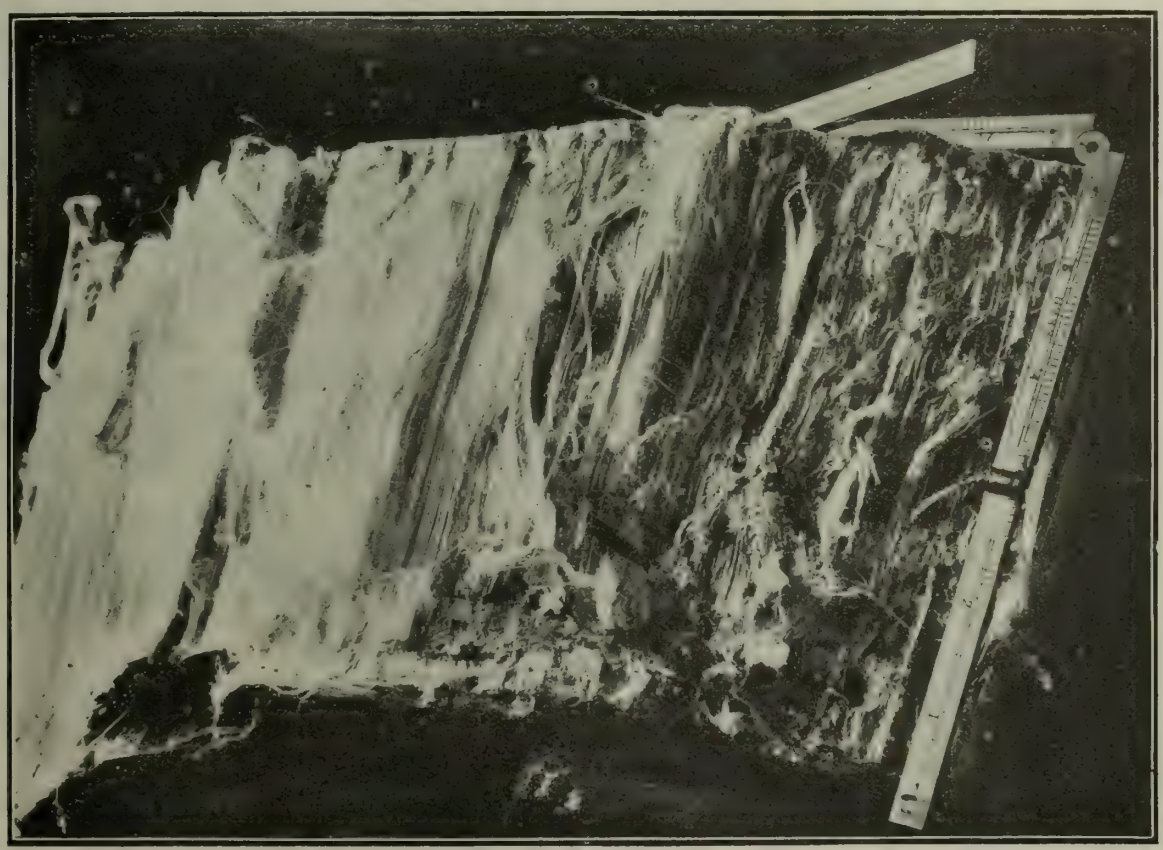
Quebec's Monopoly in Asbestos

A Description of the Greatest Mineral Asset of Quebec Province—The Markets of the World Controlled—The Peculiar Features and Properties of Asbestos—Its Mining, Milling and Manufacture and the Many Uses it is Put to.

By F. J. Arrowsmith.

In these days of newspaper publicity, of Government reports, and of industrial statistical information, the average Canadian naturally believes that he is thoroughly informed as to the part that the mineral development of his country plays in the commerce of the world. He knows of the growing percentage in production of iron, steel, coal, copper, etc., of the increasing rather than diminishing wealth of the Cobalt and other silver regions, and of the probability of much greater fields of mineral wealth as yet undiscovered. Day by day the vast and seemingly illimitable riches of his country are shown in convincing manner until his imagination becomes fired, and he sees his country not only supplying her own increasing industrial wants, but yielding up her treasures to the world, as in the case of grain, and commanding those markets at present not touched.

But amid all this knowledge as to mineral production, and amid all these thoughts as to Canada's day to come, there is one mineral of which very little account is taken, and yet this mineral—although in a way still in its infancy—has unobstrusively attained the pinnacle of commercial activity and won for itself pride of place in the world's market—we refer to asbestos.



Crude Asbestos Showing Length of Fibres.

Many Uses of Asbestos.

The hardwareman who sells asbestos engine packing, asbestos sad irons, asbestos mats, and asbestos lined ranges and stoves; the manufacturers' agent who handles imported asbestos in its various forms, and the builder who uses asbestos roofing, paper and asbestos plaster, do not generally know that although the manufactured article may bear a foreign stamp, the crude material came from Canadian soil—from the historical Province of Quebec. And the public generally, when they read of the developing usage of asbestos all over the world, when they sit in places of amusement, or work in modern business premises relieved to a large extent from the apprehension of fire by the free employment of asbestos, are, we venture to think, equally innocent as to the source of supply.

Astonishing as it may seem to be, the world is at the feet of Quebec, so far as asbestos is concerned, for fully 90 per cent. of the raw material used comes from this Province. The United States may be the largest manufacturer and consumer of asbestos products, but the

quantity of raw material mined in the country is insignificant. The total production for 1907, according to the annual report of the United States Geological Survey, was only 653 tons, valued at $11,899. Contrast these figures with the returns for Quebec as given in the latest mining report issued by the Canadian Government. The production of asbestos for 1907 was 62,241 tons, valued at $2,484,768, while for asbestic —the pulverized rock containing short fibres of asbestos, used chiefly for wall plaster—the total was 28,296 tons, valued at $20,275. When it is considered that up to a few years back the production of asbestos in Quebec was confined to a few close corporations, which accounts for so little being heard of the industry, and that the developing energy of outside capital was absent, these figures are astounding.

A Remarkable History.

The history of asbestos mining in Quebec is remarkable, although it may not have quite the truth-stranger-than-fiction features attached to the exploitation of gold in Coolgardie, of diamonds in Kimberley, or of silver in Cobalt—to give a few instances of the mining romances of the world. In each case the discovery of the mineral was accidental. In each case the discoverer had no idea that he would effect such a striking alteration in the balance of the world's mineral output, nor did he, in his greatest flights of imagination, dream of the growing cities and towns that would emerge phoenix-like from the working of the mines.

Asbestos in Quebec differs in a remarkable way from the other similes we have given in that its development has been effected under the silence of private ownership, and not under the full searchlight of public attention, and is, therefore, somewhat unique. The "Down Easter," with his Yankee strain, knows a good prospect when he sees it, and the original discoverers of asbestos properties were sufficiently alive to the value of their asset to keep it to themselves, so long as it was possible. They quietly shipped the raw material abroad, cornered the markets, and, we take it, quietly banked the money at home. Quietly, too, have towns and habitations grown up around this silently worked industry of the Eastern Townships; for it is in this beautiful and gloriously rich part of Canada—in the serpentine areas of its mountainous belt—that the asbestos fields are confined.

Thetford and Black Lake, for instance, some 30 years ago, had no beaten tracks; a railroad from Quebec was not thought of, and primeval nature still held the upper hand. But asbestos changed all this as grain changed the Northwest. The picking up of a peculiar piece of substance, which at first seemed like rock, and yet crumbled into fibres in the hand; the hurried journey to Quebec to have the stuff assayed; the start of astonishment, "You have found asbestos"; the taking out of mining rights; and the commencing of operations, altered the features of the surrounding country. Unbeaten tracks widened into roads, quarries gaped where animals had roamed in full security, and Thetford and Black Lake became in time thriving towns, with a population of some 6,000 to 7,000 inhabitants in the former case, and some 3,000 to 4,000 in the latter, all engaged and dependent upon asbestos mining. As mining develops—and the progress will be greater in future, judging from the exploitation now going on—so will new towns spring up and old ones extend, until Canada will look with pride to the busy hives of industries, the quarries, mills, and factories that the greatest mineral of Quebec has engendered. Private ownership no longer holds supreme sway. Public speculation has entered the field, with the result that the progressive element hitherto lacking will now be strongly enforced. New mines from time to time are being found. In fact, it is impossible to gauge the extent of the fields. The whole country in the asbestos area seems teeming with the mineral. It is thus practically certain that unless other fields as yet unknown, and as easy of access, are discovered, Quebec will long enjoy her present world's monopoly. Although only a few companies in Canada are engaged in the manufacture of asbestos, there is no doubt that with the development of production, and of consumption, greater strides will be made in this direction, and that from the mine to the home no outside hands will touch the material.

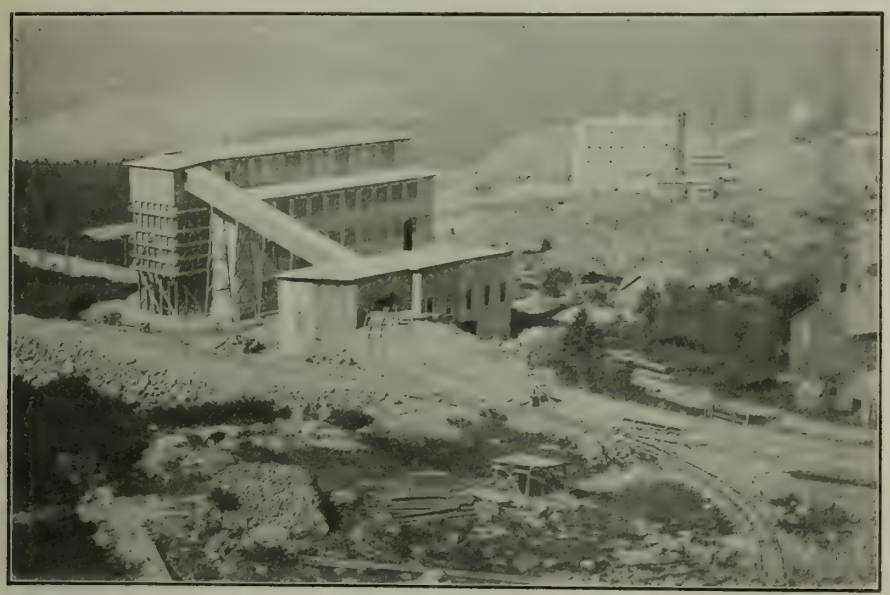
A Paper Made of Stone.

Although it is only within recent years, comparatively speaking, that asbestos has been used so extensively for general purposes, the material is no modern discovery. Its peculiar fireproof properties were known to the ancients, for we are told that in early times the bodies of the dead were wrapped in asbestos cloth to keep the ashes from the embers of the pyre. But despite this knowledge, the mineral has been the slowest in the development of its manufacture of all industrial substances. But the needs of modern times hastened its progress. Inventors began to realize how in a thousand and one ways its indestructibility under fire could be utilized, and as the supply increased, and the cost of production decreased, so the manufacturing of various articles developed, and marketing became more common.

Like all peculiar substances which are brought out in the first place as novelties, the housewife was, at first, somewhat incredulous as to the merits of asbestos. In fact, she only bought it with grave misgivings from the salesman, who himself knew little about the material of which the articles were made. Some twenty years ago, we are told, a Down East traveling merchant introduced among his bargains a stove mat which he claimed to be made of paper, and yet could not be burned—"a new kind of paper made of stone," he said, "the most wonderful discovery of the century." No wonder the people were skeptical of this paper made of stone, but the selling ability of the merchant was too strong for them. He aroused their curiosity to try this paper. They bought the mats, took them home, and tried them with many misgiving, excepting to see their money's worth go up the chimney in smoke. But to their surprise the mats stood the tests. A heated flat iron had no effect upon them, laid on the top of a red hot stove they remained unscorched, and when, as a final test, they were thrust bodily into the fire, their metal rims were twisted, but, wonderful to relate, the "paper" came out uninjured. Needless to say the peddlers' mats were declared good, and he was welcomed the next time he came round.

Asbestos was newer then. To-day it plays, in a great variety of forms, a very important part in the domestic and mechanical arts of every-day life. The list of its commercial application is surprisingly comprehensive, and develops in conjunction with the progress in mechanical and domestic arts. In fact, asbestos is used in many cases without any knowledge of the fact. The housekeeper who first made her acquaintance with asbestos as a stove-mat, now uses it as a stove polisher, as a sad iron holder, as a lamp wick, and as a fire pad under her gas burner, while her kitchen range and her stove are lined with it. Dwelling houses are fireproofed with asbestic wall plaster, asbestos roofing material, and asbestos paint. In office buildings and factories the steam pipes are overlaid with asbestos covering, and the boilers with asbestos cement. Machinists use asbestos yarn or wick for packing pisten rods and valve stems, and asbestos millboard as a joint packing. Electricians value it as a non-conductor. The modern theatre has fireproof stage curtains of asbestos cloth, and the best equipped firemen wear asbestos uniforms. Storage rooms on ocean steamships are lined with asbestos, and it is equally serviceable in

the domestic refrigerator. Chemists find asbestos fibre the best filtering medium, and because of its non-absorbing and antiseptic qualities it is valued in hospitals. In fact it saved many lives during the Boer War by preventing gangrene. It can be easily seen that a substance that fire cannot burn, that eating acids will not touch, is invaluable in every branch of life.



Dominion Standard Asbestos Company's Milling Plant at Black Lake, Quebec.

A Peculiar Anomaly.

Asbestos—a name which is derived from the Greek, and means unconsumable—in its crude state, is a curious substance. Nature has given us some peculiar anomalies, none more so than in this case. Between hard serpentine rock it shows, a green opaque substance somewhat resembling glass, and looking to be of the same consistency, and yet its hardness is only apparent, for a gentle rubbing transforms this rock into silky flexible fibres resembling cotton, and the more insistent the rubbing the more numerous become the fibres. The length of the threads vary, some have been discovered as long as 6 inches, but the bulk recovered is very much shorter, being between ½ inch and 2 inches or so. Asbestos crops out on the very surface of some of these Eastern Township hills, and the effect of human or animal feet treading upon the veins is to mat the asbestos and to produce a felt-like web. Long before the peace of these hills were disturbed by the blasting of dynamite, and the whirl of the machinery in the mills, the birds took advantage of this felt-like substance, and built their nests of it, showing an intelligent appreciation of its clean and substantial qualities.

What chemical action produces such a substance, how it came to be deposited or formed between the rocks, no decided opinion seems to be formed. It has been poetically described as the link between the mineral and the vegetable, and there may be more truth in that statement than many people believe. But there the veins are, however, whatever their origin, running through the green rocks in a zig-zag fashion, following no direct line, but offering up in their formation and peculiar characteristics a silent tribute to the wonders of nature.

No expensive apparatus is needed in the actual mining of asbestos, no need of tunnelling, although this has been attempted with varying success at one or two mines to escape the rigors of winter. The crop is quarried in the open as marble is worked, and the rock is taken down in a series of benches or terraces which vary in dimensions according to the sizes of the pits. The main essentials to render asbestos of economic value are, length, fineness and elasticity of fibre, tensile strength, and power of fire resistance. The Canadian article possesses all these qualities, hence the extent of its markets.

Mining, Milling and Manufacturing.

Although the first discoveries of asbestos were made in 1862 in the Des Plantes River region, followed in 1877 by discoveries in the Thetford and Coleraine districts, mining operations only commenced in 1878, and that on a very small scale. In the succeeding ten years the industry developed rapidly. No mechanical means were employed at the time to separate the smaller asbestos fibres from the adhering rocks, and it was found that only the mines which had a large proportion of crude asbestos could continue profitable operation, by reason of the heavy cost of cobbing the poorer varieties. Consequently, the industries in the middle nineties received a severe setback. Repeated experiments, however, on the part of those engaged in the industry evolved a method of mechanical treatment, which in the course of years has been improved, until at the present time every mine in the asbestos district is equipped with a complete milling and fibreizing plant. By this method of treatment all the smaller fibre, which in earlier years was left in the rock and thrown on the dump, is now saved. Since then, new uses for this short material having arisen, the total value of the mill fibre is at present in excess of the total value of crude asbestos produced, in fact, some properties which produce no crude asbestos are successfully operating.

Dominion Asbestos Company's Pit No. 1 at Black Lake, Quebec.

As we have said, the mining itself is a simple operation, although the fibreizing and manufacturing processes are complicated. Dynamite is employed to break up the rock, the pieces being sorted in the pit into crude, or long fibres—usually in the compact masses as

it occurs in the vein—and milling rock. The finer and larger the vein, the easier, it is, of course, detached from the rock. These products are hoisted separately in boxes by means of boom and cable derricks. The crude and the mill rock are sent to the cobbing sheds and mill respectively. The crude is cobbed by hand and cleaned, and is separated into two quality grades. The mill rock which ranges from 30 to 80 per cent. of the total rock hoisted undergoes a system of treatment which is peculiar to this industry. Hardly any two mills are alike in their method of treatment, although the general process is the same. The rock is sent to the mill bins, while the fines, or shorter asbestos, from the pit undergo a preliminary drying before crushing. This drying is either performed by rotary dryers, or by coils treated by exhaust steam. All the mill material is then sent to a coarse jaw crusher, passing thence to picking belts, and thence to a rotary crusher. The crushed rock is delivered to a shaking screen, and any fibre which may have been liberated by the coarse crushing is sucked from the screen by an exhaust fan. The rest of the coarse rock and fibre passes to either rolls or grinders, and is sent to another shaking screen, and the liberated fibre is sucked from this screen by another exhaust fan, while the rest of the coarse material passes to the cyclones or fibreizers.

While the method of coarse crushing may vary considerably in the different mills, the cyclone is used in the majority of the mills, and forms one of the integral parts of asbestos separating machinery. It consists of two beaters—of a screw propeller type, encased in a cast iron chamber—which beaters are driven at a speed of 2,000 to 2,500 revoluctions per minute in opposite directions. The material is fed to this chamber, and the whirlwind created by the beaters hurl the particles against each other, thus reducing them in size, and liberating the fibre from the rock. The material is discharged from the fibreizers to a shaking screen, and an exhaust fan sucks the fibre from the screen. The residue is sent to the dump. The fibre extracted is then sent to grading screens, and various other devices which separate the fibre into its various grades. The fine sand from all the screens passes to the dump cars. As might be expected with such a process, numerous changes are made from time to time in the design of new mills. Asbestic, which is largely used for fireproof plaster, is made from the ground up tailings of the mill.

Just Like Wool.

The manufacturing of the fibres into the various articles for which they are best adapted is a complicated process, but the initial preparation is very interesting and worthy of mention. The fluffy stuff from the mills goes to the carding room of the manufacturer just as though it were genuine wool sheared from a sheep, or pure cotton fresh from the plant, instead of a mineral substance that in its original state was mined like a lump of coal. A carding machine, similar to that employed in preparing wool, cotton, or flax fibres before spinning, has been adopted. By this means the fibres are straightened out, and their irregularities eliminated. A fly comb converts the stuff into unspun threads, which are then gathered into rows and condensed. The spinning of the threads brings the manufacture of the fireproof material to the point where it is woven into cloth, packing, and the other forms we have previously mentioned.

HOW SANDPAPER IS MADE.

Sandpaper, or, more truly speaking, glasspaper, is the chief abrasing material used in woodworking, and consists of strong paper coated with powdered glass. In the manufacture of glasspaper, first the glass is washed and sorted, and then broken very fine by stamps or other machinery. The glass chiefly used for best glasspaper is that from old port wine and stout bottles; this, when pulverized, is of a golden color. The different grades of glasspaper are numbered from 3 to 0 (and even finer), and there are corresponding sieves to divide the various grades, or to "size," as it is technically called. These sieves are numbered from 140 to 30, the numbers representing the number of meshes per lineal inch; the finer sieves are covered with Swiss silk, the remainder with woven wire. In this part of the process considerable care must be exercised, as one large particle of glass on a sheet of fine paper would scratch the work upon which it was used and would produce an uneven surface.

The placing of the glass on paper requires considerable skill and experience. The workman has delivered to him plain papers in reams of 120 sheets, each sheet making four sheets of ordinary size. The appliances used are a copper tank holding 56 pounds of glue, a table, a bench on which the sheets are laid to cover them with a cutting machine and a press for packing and tying glass, a hot plate for firing the sheets, a drying room.

A ream or two of paper is placed on the table, and the top sheet is coated with glue by means of a brush resembling a shoe brush, but with longer hair. The sheet is lifted by two corners and laid on the bench, glue side uppermost; the bench has a border standing up some seven or eight inches high on three sides, with a narrow fillet in front. Powdered glass is simply thrown or scraped over the sheet, which then is raised from one side so that the superfluous glass runs off on to the bench and is used again. The sheet is then placed on the hot plate, a hollow, flat, iron bench heated with steam; this causes the glue to boil up and thus securely fix the particles of glass on the paper. All this is done much more quickly than it can be described.

After drying, the sheets are cut up and arranged in quires and reams ready for the market. Glasspaper has entirely replaced the old-fashioned sandpaper; this was made in the same way as glasspaper, except that sharp, fine sand instead of glass was used. Custom, however, has perpetuated the name of sandpaper and we hear but seldom the name "glasspaper."

CEMENT SEWER PIPE.

Portland cement pipes were made in England probably as early as 1825, before the period when earthenware sewer pipes were beginning to be manufactured. Cement pipe of large size, with socket joints, are now extensively used in Germany, and they withstand not only the effects of a severe climate, but the chemical action of sewage. Moreover, they show an extraordinary endurance and remain perfect after a severe frost, when brickwork often fails. It is a material that can be worked and molded in any form and maintains its form when made. It is also capable of repair, which is a point of no small importance. These pipes improve materially by age, and at the end of a year or two they ring when struck with a clear metallic sound. The modern sewers of Paris are constructed of concrete. As early as 1869 thirty miles of concrete branch and main sewers had been laid in that city, and to-day throughout Europe both pipe and large sewers are, to a great extent, made of this material. In America the use of concrete sewers is now beginning to assume magnitude. Since engineers have become more conversant with the properties of concrete their hesitancy in establishing concrete is rapidly disappearing.—Cement Age.

A sign reading, "Have you forgotten anything?" placed on the door serves as a reminder to absent minded persons.

Heating and Housefurnishings

Some Practical Suggestions for the Stove Dealer, the Furnace Contractor and the Tinsmith—Enamelware as Wedding Gifts.

Keep the Store Trade at Home

A Western Retailer Explains the Lesson He Learned by Losing a Customer—Adopted a Plan Which Brought Him the Stove Trade in His District.

By J. L. Jarvis.

It is a great waste of time to sit around and knock because your customers send away for their goods to give their trade to the other fellow.

We live in a progressive age. The business life of even the small merchant is a struggle. Affairs move forward at a rapid rate, and the procession is passing every man's door at high speed. Unless he makes some attempt to stop it he will never be noticed by the procession.

Too many retailers believe that it does not pay to advertise. To some it is throwing money away. To others it is merely a matter of supporting the local printer.

Some people can never see a thing clearly until they are struck on the head with a club. I seemed to be one of that kind until I got it right between the eyes, and it opened both of them right at once.

How a Customer Was Lost.

I met Smith on the street one day and asked him if he didn't want a range. He told me he would want one pretty soon, for me to wait. Well, Smith was a good customer of mine. I had plenty of ranges to sell, and I considered that sale as good as made. But one day I chanced to be at the depot and I saw a steel range being unloaded. It had been shipped in from a neighboring town about 40 miles away. It was addressed to Smith, my supposed customer. I made it a point to meet Smith when he came to the depot after his range. Of course I jumped on him for not coming to me before he bought.

"Well, I suppose I should," says Smith, "but I saw Jones' big ad in the newspaper, and it struck me just about right. He showed a picture of the stove, told how it was made, how it operated. He told all about it and the price there in plain figures. My wife read the ad over, and we talked about it, and finally decided that it was just what we wanted. So we ended by sending him a check for it."

In defense of my position I asked him to walk over to my store, look at my ranges and see how much less his cost than mine. This was mighty poor consolation, when the deal was made. But to please me he came over to the store. When he saw my price he acknowledged they were the same as Jones' prices, and I had the same identical make that he had bought.

"Now, if you had come to me in the first place," I said, "you would have bought the same range and saved your freight."

"But I never knew that," answered Smith. "You never took the trouble to tell me anything about your ranges."

A Selling Plan That Won.

That sort of opened my eyes. So I began to watch the depot, and I found there were a lot of people in my town that did not seem to know that I was in business at all. I simply got desperate. The first thing I did was to use a full page in the local newspaper. I gave a full description of my stoves, and quoted the prices in bold figures. In connection with this I gave some extra inducements. I made a clear proposition to give away one range on a certain day to the person that held a lucky number.

All it cost anyone to enter the contest was to come to my store and give me his name and address. In return I gave him a number. The only restriction was that only one in a family could have a number. It was further provided that on the day the drawing was to take place, which would be advertised, the lucky number must be presented inside of thirty minutes after it was called. This meant I intended to have my store crowded, and get my money out of the range in advertising.

The first day that I advertised that the drawing would take place it rained and poured, but there were 2,000 people blockading the entrance waiting for the appointed hour. In taking their names, when distributing the tickets, I found out all about their needs in the stove line. Then I used this list as a mailing list. That first year I sold 40 ranges. Did it pay?

I followed up the free range offer with a gasoline stove, and in the fall with a heater. Now I have turned the tables. I am doing the shipping act instead of the other fellow. And there is not a family living within 50 miles that does not know that I handle ranges and stoves, what kind they are, how they are made and what the prices are.

They say a young tiger is harmless so long as he does not get a taste of blood. The first year of successful advertising was a taste for me. The next I did was to supply myself with a couple hundred electrotypes, which I secured from the manufacturers of my lines. Then I started in to run whole-page ads which were changed regularly for three years. I advertised everything in my store from a 5-cent cookie cutter to a threshing machine.

Some merchants have said that they would think it would be pie for my competitors to know all my prices. I go at it just as if I had no competitors, and my experience has convinced me of this fact, that when a man comes out with his prices in bold type the other fellow cannot keep up with you fast enough to cut them, or else he hasn't the nerve to spend the money on advertising his cut prices. And if he does not advertise he is harmless.

Quoting Prices Wins Confidence.

Here is an illustration of a fellow who did not have a chance because he did not advertise up to my standard. Last fall I advertised a cornsheller for $7. My competitor did the cutting act. He had the same sheller. He put it out on the sidewalk and marked with a rough card, "Only $6.25." His sheller stood there to my knowledge for three months. During that time I made my newspaper talks strong and sold more than a dozen. Now why did the people come to me and pay 75 cents more than he offered to sell it for? There is only one reason. The people read my description and it gave them enough confidence in me to know that my price was fair. They knew I was giving them full value for their money and they came to me and bought their goods.

Here is a point: I am a vigorous advertiser. For the last three years I have made an increase on my sales of

33 1-3 per cent. every year. Does it pay to advertise?

I have no trouble with the catalogue houses. The more I go into the question of losing trade through the mail order houses, the more I am convinced that the local merchant is to blame for the presence of the catalogue houses. Their great success has been attained through their advertising. If their advertising will build skyscrapers in Chicago, I figure that the same kind of advertising for me will at least put a new glass front in my store.

The time has come when all retail merchants must advertise. Advertise until it hurts your pocketbook, and then keep on advertising until it stops hurting. And one thing is sure, it will stop, but that does not mean that you should stop advertising.

TIME RECORDS FOR TINSHOP.

Illsey Bros., Red Deer, Alberta, are using what they consider a very satisfactory system of keeping track of the time and material used on tinsmithing or plumbing jobs, these being adopted after others had been used unsuccessfully. Three of the forms are reproduced, together with their explanation of the workings of their system:

The time sheet (Fig. 1) shows at a glance how a record is kept of the date of order; by whom given; character of work; quantity and class of material to be charged; workman's and helper's names; number of hours each, and a few other items of value when making entries in the office. This time sheet, or as we should call it, job slip, can be used in connection with the time report (Fig. 2) which is a weekly one, and a very close check can be kept on the men. It is also a benefit to the employe as he receives every cent to which he is entitled, as shown by his reports. A special book is kept in which entries are made weekly, or, if necessary, each day. By using this sheet, the exact cost of material and time is before one at a glance, and almost every job can be made to show the exact results as soon as it is completed. The use of this sheet will inspire men to look after their

ILLSEY BROTHERS, RED DEER

TIME REPORT FOR WEEK ENDING FRIDAY NIGHT 190

DATES 190	WHERE WORKING	NUMBER OF HOURS	WHAT DOING
Saturday			
Mo. Day			
Monday			
Mo. Day			
Tuesday			
Mo. Day			
Wednesday			
Mo. Day			
Thursday			
Mo. Day			
Friday			
Mo. Day			

TURN IN YOUR REPORT PROMPTLY BY SATURDAY MORNING. FILL IN DATES AND OTHER PARTICULARS. NUMBER OF HOURS ON EACH JOB

Approved ..... Signature .....

Fig. 2.—Time Report Sheet, 10x7¼ Inches.

Use a Job Slip For Each Job

Illsey Brothers

Charge all Material Used

STEAMFITTERS, TINNERS AND SANITARY PLUMBERS

RED DEER, ALTA

Order Received ..... 190 Job Slip No. .....

Name ..... By Whom Ordered .....

Address .....

CHARACTER OF WORK

Please note any important information with respect to work from party giving order.

Quantity	Material To Be Charged	To be used in Office Only

Workman's Name ..... No. Hours .....

Helper's Name ..... No. Hours .....

Date Job Finished .....

IF NECESSARY USE OTHER SIDE OF SHEET. HAND IN AT OFFICE IMMEDIATELY AFTER JOB IS COMPLETED

Fig. 1.—Job Slip 8½x6½ Inches.

DETINISON'S K O K QUALITY

REPAIR TAG.

No. 1900 Date .....

Owner .....

Address .....

Promised .....

REPAIRS	CHARGES.	
Amt. Due		

No. 1900 Promised .....

CLAIM CHECK.

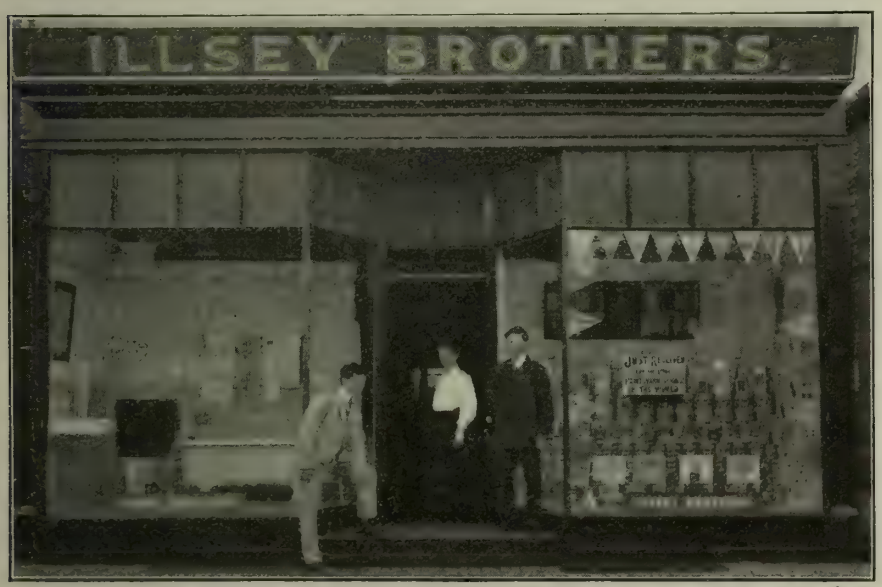
ALL REPAIRS CASH.

NO WORK DELIVERED WITHOUT THIS CHECK.

Fig. 3.—Illsey Bros. Repair Tag.

work in a careful and methodical manner, and there can be no doubt but that there is to much laxity in many shops, in this very respect. To keep accurate records in a tinshop has been one of the problems of the modern dealer, he being vitally interested in the adoption of methods which have proven themselves to be practical. The repair tag (Fig. 3) is a splendid means of keeping track of repairs.''

Both members of the firm of Illsey Bros. came from Picton, Ontario, A. H. Illsey associating himself with the business of Stephenson & Illsey in the summer of 1904. In 1907, when the firm name was changed to its present form, it was found necessary to enlarge the accommodation from 22 by 40 feet to 22 by 60, and with a full basement 22x60. The view of the front of their store shows that the firm use their windows to develop plumbing trade, they having had some nice contracts in heating and plumbing, some being the installation of a Pease system of heating and ventilating in the new $50,000 school at Red Deer, plumbing of an extensive type in the same building, and steam heating in the post office block. An extensive business is also done in warm air furnaces and general tinsmithing.



Illsey Brothers' Hardware Store at Red Deer, Alberta.

GIFT SETS OF ENAMELWARE.

A practical idea which has been adopted by a number of firms during the past year is that of advertising as a suitable wedding present a set of kitchen enamelware. Such a gift is ornamental and useful, it is in good taste and its completeness and variety assures its being regarded as a generous gift.

Allan & McKenzie, Galt, are one firm who have made a specialty of pushing this assortment, and Mr. Allan states that it has been a popular gift. The set is made up to sell at about $10, comprising a dish pan, tea kettle, coffee pot, two pie tins, roasting pan, egg turner,

A Gift Set of Enamelware.

several granite spoons, toaster, dipper, triple sauce pans, pudding dishes, bucket, pitcher, basin, etc., varied by omissions or additions to suit the pocket or fancy of the purchaser.

A good plan is to select two or three assortments and arrange them for inspection. Then when the wedding season is on invite gift givers to see your stock and consider the advisability of giving a present which will be both novel and useful.

HOW TO INCREASE FURNACE TRADE.

(By Clarence M. Lyman.)

We must recognize the fact that warm air heating is a field by itself. Just because a tinsmith may know how to lay a tin roof, mend a leaking coffee pot, or hang conductor pipe, does not qualify him as a candidate for a degree in a warm-air university.

To be a good warm-air furnace contractor one must know the underlying principles of warm-air heating. This means something more than ability to measure the cubical contents of a house and to set up a furnace. It means a working knowledge of the circulation of air, a familiarity with the sizes of pipes and registers necessary to heat given spaces, and an intimate acquaintance with the mechanical details of all parts of the apparatus. This is not so easily acquired as some masters think.

How many of you off-hand can tell the details of the grate construction in the line of furnaces you sell, to say nothing of being able to describe clearly the points wherein this particular line of furnaces is superior to those that your competitor across the way is pushing, so that you can point them out, not to his detriment, but to your advantage? How many of us, without committing to memory tables, can tell the cross-section areas of warm-air pipes, with the nearest working sizes of registers, and the velocities of air entering rooms through them? Of course, these are little things, but, nevertheless, part of the necessary equipment required before a dealer should expect to increase his business.

Increasing Trade.

How, then, can a furnace contractor increase his trade?

First—By doing the best work in the community. No other method is so sure to increase permanently one's trade as the deserved reputation for careful workmanship.

Second—By going after the work. A certain amount of trade may come to the store, but the thing worth while, and a furnace contract is worth while, must be gone after. The other day we heard a manufacturer lamenting the fact that he and certain colleagues of his had been unable to persuade another large manufacturer in their line to join their association. A friend of his who sat near said, "Did you go for him the way that life insurance man went for you when he sold you that last policy?" Do you go for your prospects in the same way? Have you facts, figures and data at your fingers' ends, and the convincing logic that will close the contract?

Third—By advertising. How, do you say? Circumstances must govern that, and we are by no means sure what is the best method, and what may be the best in one locality may not be good for anything in another. We have in mind a little half-inch advertisement inserted in a paper with a wide agricultural circulation, which brings results with one master in this line. We know

another that uses the daily paper to good advantage, although he says he cannot trace direct results. We are not just at this time employing the method, but our experience has been that personal letters are one of the potent methods of reaching those interested.

TWO, THREE AND FOUR-PIECE ELBOWS.

By G. L. Gray.

Two-Piece Elbow.—Draw half plan and space same in any convenient number of spaces, erect lines B E and strike mitre line C, draw lines from spacings parallel with lines B E, intersecting mitre line C. Draw stretch-out line D and place on same double the number of spacings shown in half plan as 1-12-1, erect lines from spacings and place T square parallel with line D, draw lines intersecting points in mitre line C to the corresponding numbers in stretch-out. Trace lines through the intersecting points will give the pattern required.

Three-Piece Elbow.—Draw half plan and space same as Fig. 1. If the maker wishes elbow to have a long sweep in the throat of elbow, then set radius point D the required distance from H to give the required curve. If a short curve is required in throat, the radius point should be brought closer to H with the radius point determined as D. Draw lines D F and D G, set compasses at D and strike quarter circles F G and H I. To make an elbow of three pieces or more the quarter circle F G should always be spaced into one less spaces than pieces required in the elbow. In this case a three-piece elbow is required quarter circle should be spaced in two equal spaces as F J G, divide F J in two parts, F K J, draw line from K to D from G. space half space G L, and draw line L D, which forms the mitre lines C and B. Erect lines from spacings in plan intersecting mitre B, draw stretch-out line E and place spacings from plan, placing same on stretch-out line E, and continue as in Fig. 1.

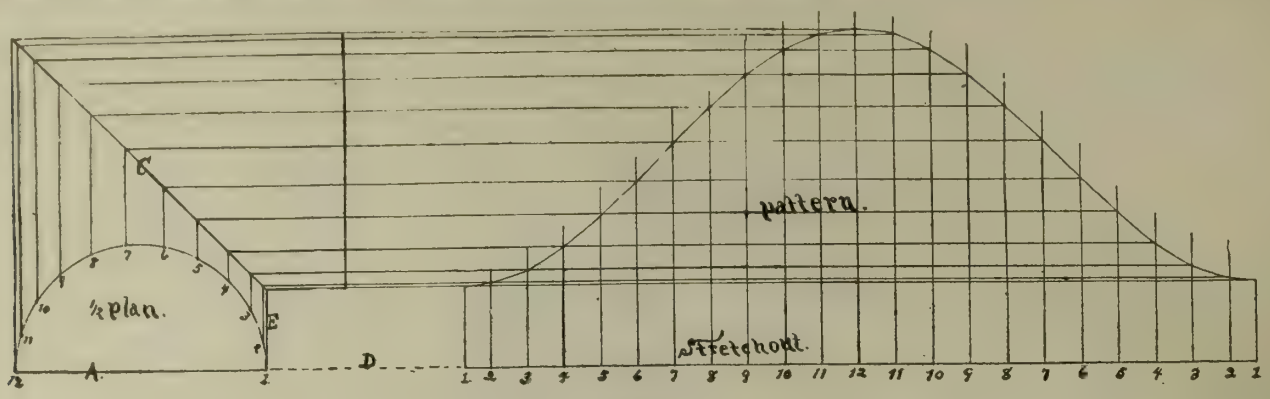


Fig. 1.

Four-Piece Elbow.—Pattern for a four-piece elbow is obtained the same as in Fig. No. 2, with the exception of spacing quarter circle C G in three equal parts, starting from C with half space C D, also half space from G, as G F, F E D. Erect lines from spacings in plan intersecting mitre line D, draw stretch-out line H and lay out stretch-out, and continue as in Figs. No. 1 and No. 2.

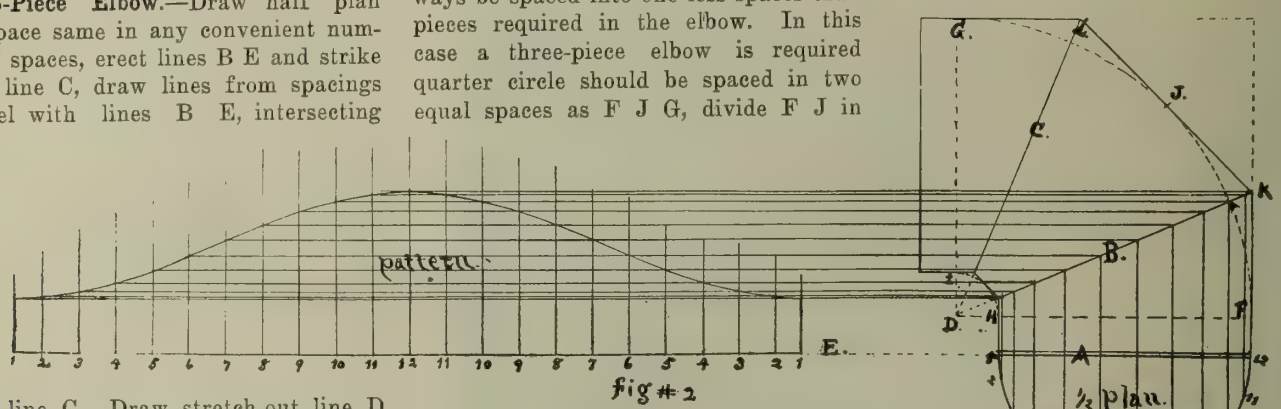


fig # 2

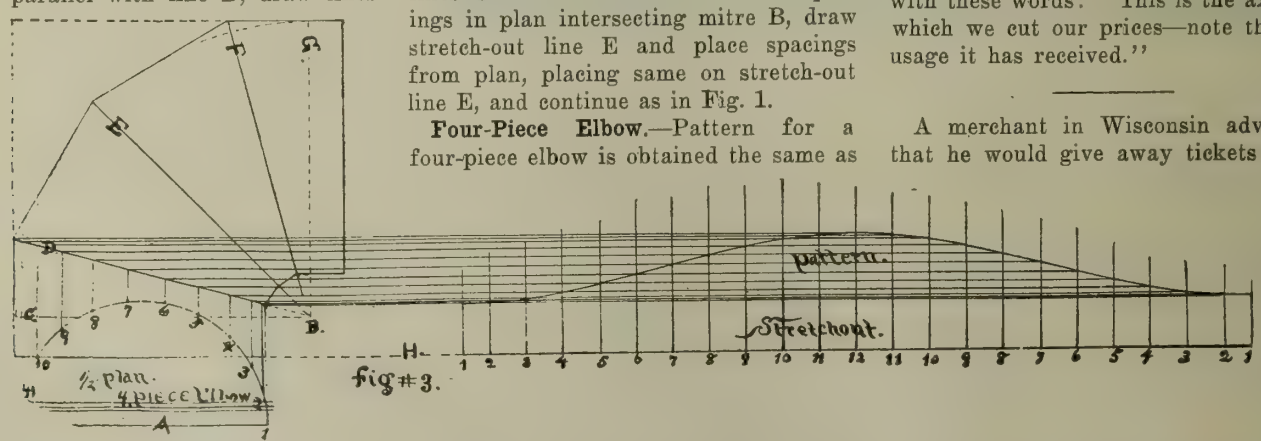


fig # 3.

An enterprising merchant in the southern part of Minnesota has a large axe in his show window which has seen better days. Beneath it is a large card with these words: "This is the axe with which we cut our prices—note the hard usage it has received."

A merchant in Wisconsin advertised that he would give away tickets to the baseball game to all those who made purchases or settled their accounts on a certain day which he specified in the advertisement.

Evolution of Paint and Colors

Pigments Used by Egyptians and Romans—Early Used in Decoration, but Only Recently as a Protection Against the Elements—First Ready Mixed Paint Manufactured Fifty Years Ago.

By G. B. Heckel.

The earliest use of paint was probably heraldic or symbolical, and the colors were applied first to the human body. Remnants of the practice are still seen among savages who, on ceremonious occasions of war, the chase, etc., decorate their faces with conventional signs and colors. The second use of paint in evolution was decorative. The Egyptians, thousands of years ago, used the simple colors both for broad effects and for decorative design. The Greeks are believed to have colored all their marbles, whether statuary or carving, and the Romans, who were imitative in their arts, carried the use of colors in architecture to the extreme, as seen in the wall paintings of Pompeii.

The pigments used in these earlier days were generally of the simplest type —usually natural colors found in the earth and requiring only mechanical treatment to fit them for use. Of these are the iron oxides, such as red haematite, ochres, siennas, umbers, etc., the natural salts of lead, cadmium, arsenic and mercury; the natural whites— lime, gypsum, china clay, etc.; the blue of lapis lazuli; green earths, etc. With the exception of red lead, cadmium and arsenic yellows, and cinnabar, which are now produced artificially, these natural pigments are still in use at the present day, the chief improvement being in the processes of preparation.

Romans Knew White Lead.

A few of our artificial colors were apparently known to the Romans at least, since Vetruvius and Pliny describe processes for the production of several, including white lead and lamp black. According to what can be gathered from these writers and from examination of paints found in Pompeii and Rome, the liquid medium appears to have been some sort of vegetable gum in solution.

It was not until comparatively recent times that paint began to receive attention as a protective or preservative material. All of the earlier allusions to the subject were along decorative lines, and down to nearly the beginning of the last century all information on the subject was directed to the requirements of artists or architects. The dwellings of the more fortunately circumstanced classes were built of stone, brick and hard-woods, on which paint, except for decoration, was but sparingly used; while the shelters of the poorer classes were generally of the flimsiest character on which paint would have been an unthinkable luxury.

As the means of the common people improved and the use of wood for permanent buildings became more common, paint naturally suggested itself as a preservative material, and white lead being the most generally obtainable of the lighter colored pigments, its employment received an impetus which it has scarcely yet lost.

Of all the artificial pigments except lamp black, this is probably the oldest. The natural carbonate of lead was well known to the Greeks and Romans, and it is probable, from some remarks of the writers of the first century, that the preparation of the hydrocarbonate by the use of vinegar was also understood. White lead was at least manufactured for their own use by the Italian artists of the middle ages. It is probable that the Dutch acquired the art of making white lead from Venice; but in Holland the industry received such an impetus that the process still in use, with some modifications, is known to this day as the "Old Dutch Process."

The Dutch corroded lead by exposing it to the fumes of vinegar in porcelain pots buried under fermenting manure in a trench excavated in the earth. The industry was brought from Holland to England where eventually certain improvements brought it finally to its present form, wherein the process is conducted in wooden "stacks" or bins by means of fermenting spent tan-bark.

Lead Dangerous to Health.

For many years white lead remained the only available white base for house paints, and so long as the pigments used with it to produce tints were the stable earth colors and such unalterable artificial products as lamp-black, it answered the general requirements quite satisfactorily. Two defects were, however, noted very early—the first, its tendency to darken from exposure to sulphuretted hydrogen gas, and second, its disastrous effect upon the health of those working with it.

The last-mentioned property led to increasing agitation against its use, as the practice of house-painting spread, and the history of the paint industry from late in the eighteenth century to the middle of the nineteenth is full of attempts to replace it with something else. This agitation led on the one hand to the substitution of white lead ground in oil by the manufacturer for the old form of dry lead ground by the painter himself; and on the other hand resulted in the addition of zinc oxide, sub-limed lead, lithopone, blanc fixe, etc., to the list of available white pigments.

It was also recognized quite early that there are certain colors which cannot be mixed with white lead without obstruction. Artificial ultramarine, for example, which, after its production by Guimet and others about 1828, came into general use, has its beautiful color quickly destroyed by contact with lead pigments. Similarly, Prussian blue, accidentally discovered by Diesbach in 1704, is quickly discolored by white lead, as are the "chrome greens," produced by precipitating together Prussian blue and chrome yellow. This is also the case with all pigments containing sulphur, such as the genuine vernicious, cadmium yellow and some other brilliant colors.

Old painters can still remember the days when not only white lead but all their colors came to them in the dry form, to be laboriously worked up by them with slab and muller into the paste form. But finally the superior economy, uniformity and wholesomeness of the machine-ground lead and colors in oil prevailed over the prejudices of the most conservative painters and dry colors as a practical painters' material fell into desuetude. It was a case of necessity—the demand for paint had outgrown the capacity of the slab and muller as well as of their short-lived successor, the hand-mill. Painters continued, however, to mix tints and to reduce paste paints to consistency for application by manual labor.

First Ready Mixed Paints.

About the time of the Civil War in the United States a certain genius, struck with the growing demand for house paint, conceived the idea that there would be a good market for paints ready for application. He produced and patented an "emulsion" paint. Its success was phenomenal, despite its defects,

and it was the forerunner of a host of so-called "patented" paints which froze in the can; peeled off the surface, and did a multitude of things they should not have done, but nevertheless blazed the way for one of the most rapid industrial developments of modern times.

The first ready-mixed paint appeared on the market some time in 1859 or 1860. It has been calculated that the consumption of ready-for-use paints for all purposes in 1906 approached 100,000,000 gallons, with selling value of not much less than $150,000,000. Such a development indicates, first, the meeting of a well-defined need, and, second, a long step in advance of the earlier products. For, though the prepared paint industry still suffers from the effects of the moral law that visits the sins of parents upon their children to the third and fourth generations, it is still steadily growing. This must mean not only that it meets a need, but that it yields, on the average, satisfactory results.

The rapid multiplication of beautiful chemical colors during the past forty years and the improved taste of the "common people" has created a demand for a great variety of tints and shades, which can be met only by the paint chemist who knows what pigments can and what cannot be safely combined. As noted above, the colors which yield the tints of blue, green, lavender, pink, the delicate grays, etc., cannot be successfully made with a white lead base. Here chemical invention has come forward with three or four other whites which are available for such tints. Again, white lead is apt to darken when used in the interior of buildings where sulphuretted hydrogen is always present. Oxide of zinc or one of the other newer whites forms the base for interior paints. Furthermore, the content of sulphuretted hydrogen in the atmosphere of towns is annually increasing with the growth of manufactories throwing out furnace gases. The sensibility of the white lead is materially reduced by the addition of zinc oxide, sublimed white lead and certain reinforcing inert pigments to the paints for outside use.

Now Part of Hardware Trade.

The growth of the industry and the increased complication of the requirements has, within a quarter of a century, transformed paint making from a hit-and-miss, hap-hazard, rule-of-thumb procedure to a systematized matter of technical science, and in the modern paint factory the practical paint chemist rules supreme. He knows the requirements, he understands the limitations and it is "up to him" to produce practical results.

There is another phase of the problem not generally appreciated. The supply of practical painters—that is of painters who understand the mixing of tints, the adaptation of paint to the requirements of the job is limited, and there is no source from which a fresh supply can be drawn when the present generation has passed away. At the present time those of them that remain are found principally in the large cities, where they cling pretty generally to the old methods of hand-mixing lead, oil and colors. But even they realize that their methods are behind the age, and they are drifting one by one to the use of the prepared paints, which in their view, leave something to be desired. But in the country and in the country town ready-mixed paint has come to stay, and in the majority of cases and in the hands of the average painter, will be found to give better service at less cost than the hand-mixed product.

Hardware dealers throughout the country who handle both ready-mixed paints and lead in oil can easily judge of the justice of this assertion by following up the history of any dozen jobs of each class in their own vicinity. Paint is not yet perfect—even the best of it. If it were it would never be necessary to repaint. But, when it is remembered that the ordinary paint coating is seldom more than one two-hundredth of an inch in thickness, the marvel is how well and at what a small cost it serves its purpose of preserving and beautifying wooden structures.

UPHOLDS FALL PAINTING.

Writing on the question of fall painting, a contributor to an Old Country trade paper says there is no better time for exterior painting than in the fall. It is true that there is usually a "wet spell" along about the equinox, but aside from that there is a long period of good weather during which much outdoor painting may be done. In the spring there is, ordinarily, a plethora of work for the painters, and, when men have more than they can do, there is ever a temptation to rush and slight their work. A hurried, slovenly-painted job is pretty sure to go wrong, and just so surely is the paint blamed when trouble develops.

Many buildings are painted in the early spring before the "weather has settled" and before the surfaces painted have had time to dry out. Paint applied between showers and to surfaces that have become damp through a long period of rain, sleet, snow, frost, and but little sunshine, will peel unless it is applied with more than ordinary care and with more than the usual amount of "elbow grease." We can hardly expect extraordinary care and an unusual expenditure of muscle at a time when the painter is "rushed to death." During the summer, weatherboards, brick and cement surfaces dry out thoroughly, where there is not too much shade, and such surfaces are in better condition to receive paint than they were in the spring. Where a building, surrounded by trees and foliage, has been so shaded as to prevent its drying out during the warm weather, the trees should be trimmed and the foliage cut away, so that the sun may get in and prepare the surface to receive the paint.

And there is still another reason why fall painting is desirable. When paint is applied at a time when the sun is hot, and getting hotter, the very life is baked out of the paint; the drying is unduly hastened, and the paint film is short-lived. In the autumn there is a gradual lessening of the sun's heat, and during the cold weather that follows the paint has a chance to dry naturally. By the time warm weather comes the paint is in the best condition to withstand the sun's rays.

Everything considered, it is rather remarkable that the advantages of fall painting are not more generally appreciated.

ASBESTOS COMPANIES COMBINE.

Various rumors have been floating around for some time as to a big asbestos merger being in progress, and it is now known that certain Canadian, British, and American interests are trying to effect a combination of a majority of the tonnage of the asbestos producing companies. It is stated that ratification is expected to follow upon the preliminary agreements already executed. Thus the recent activity in the shares of a well known asbestos company can be accounted for. This deal, if it is pulled through, will be of the utmost importance to the industry. It carries with it the object lesson that Canada's natural resources are being more highly estimated elsewhere than at home.

Last year was noticeable for its increased output, high prices, and the general utilization in the asbestos fields of electric power from the Shawinigan Power Company, who have run a transmission line to the Thetford mines and neighboring towns. This year may see the establishment of a great merger, and of as strong a control over asbestos in the world as the Standard Oil has over oil. In any case, merger or no merger, there will be greater development this year in asbestos, for the ever-increasing needs of the world demand the stuff.

The crookedness of a river is but a matter of course.

Graft by any other name would produce as many plums.

Want Duty on Tin Plate.

As announced in Hardware and Metal of last week the Canadian Sheet Steel Corporation, the new owners of the Morrisburg tin plate plant, are asking the Dominion Government to establish a duty on tin plate, black and galvanized sheets. Strong opposition is developing, however, and it is unlikely that the request for the duty will be granted, especially as it has been shown that the promoters of the plant have already been given a fair measure of protection and are by no means able to supply the goods required.

The Morrisburg industry has, for instance, been aided by a refund of 99 per cent. of the duty paid on its machinery from the States, besides a "drawback" or rebate, of 99 per cent. on the duty paid on the raw material it imports, and on the coal which it uses for manufacturing the same, and still another advantage it has had is the enforcement of the "dumping clause" on all tin plate entering Canada from the United States, this compelling the payment of a 15 per cent. duty on material sold at prices below those prevailing in the home market. The dumping clause was formerly applied only on articles subject to a duty, but it was made to apply to tin plate, even though it is on the free list.

The Morrisburg plant consists of six mills and the promoters are planning to add two more if they are given protection. About 120 men are employed and it is claimed as much as 30 tons have been made in one day, twenty of this being tin plate.

J. O. Thorn, of the Metallic Roofing Co., Toronto, however, states that the output of the Morrisburg plant is not satisfactory. He says: "This firm has tested fifteen-ton samples of Morrisburg-made stuff, and it has not proved satisfactory for our work. I could show you the letters I wrote them telling them so. Why should we Canadian manufacturers be tied up to buy from only one firm in Canada? If a duty is imposed we might as well go out of business, as we could not sell our product at higher prices in competition with other roofing."

Government Refuses Duty in 1906.

The attitude of the Dominion Government on the subject of a tin plate duty was given in Hon. Mr. Fielding's budget speech on Nov. 29, 1906, and nothing has occurred to make it appear that a different view would now be taken. Mr. Fielding said:

"There are things we cannot manufacture with profit, and we think we would do well to wait until Canada has a much larger population before attempting to force the manufacturing in some lines. Take as an illustration the case of tin plate. . . . Very strong representations have been made to us to put a duty on tin plate. There is certainly no difficulty about manufacturing all the tin plate we want in Canada, if we are prepared to pay the price, and some enterprising gentlemen have already taken steps to establish a factory in a town in eastern Ontario. I do not think they have gone as far as to complete their building, but they have made some progress, and, perhaps, are waiting to hear how the Government may view the enterprise before they invest further money. We say at once that while it would be a desirable thing to have a tin plate factory in Canada or any other factory, that will give employment to the people, what we have to consider is, whether the advantages to be derived from establishing an industry of that character are at all equal to the burdens that would be imposed on the mass of the people by its establishment. Tin is an article which enters into the industries and domestic life of the people to a very large extent. Its price affects the price of home utensils, and of dairying utensils in a very large degree, and the tremendous canning industry we are building up. . . . This canning industry is a vast one, and I think it would be a mistake if, because of this idea of making things in Canada or even for the establishment of a factory important as it might be to the locality in which it is situated, worthy as the enterprise might be, and commendable as might be the spirit of the gentlemen who would undertake it, we should cultivate that industry by putting a heavy burden upon all this varied range of industries which require tin. And therefore we say, as an illustration of our policy, that we are not prepared to put a duty on tin plate."

Importations in Recent Years.

The importations of tin plate and sheets from Great Britain and the United States since June 30, 1904, are as follows:

	Value.
Year ending June 30, 1905—	
Great Britain	$1,206,906
United States	544,601
Year ending June 30, 1906—	
Great Britain	1,134,492
United States	733,167
Nine months ending March 31, 1907—	
Great Britain	1,174,010
United States	342,767
Year ending March 31, 1908—	
Great Britain	1,516,630
United States	919,886
Nine months ending Dec. 31, 1908—	
Great Britain	908,821
United States	467,164

In May, 1908, the Canadian Canners' Association brought in an importation of about $350,000 worth of tin plate and the dumping clause went into force a month later. It will be seen, therefore, that the result has been to practically stop importations from the United States while, considering trade conditions, the importations from Great Britain are increasing.

The Canadian Sheet Steel Corporation's Factory at Morrisburg.

TRADE GOSSIP.

An insane man entered Booth's hardware store at Welland a week ago and asked to be shown a revolver. Securing ammunition also he loaded it and began acting suspiciously. He was overpowered after he had shot three times without injuring anyone.

Announcement has been made that the Page-Hershey Company, which has let the contract to the Berlin Construction Co., of Berlin, Conn., for the erection of large mills at Welland will manufacture there all sizes of water and gas pipe. The work of construction will begin at Welland in two weeks. It is expected that one thousand men will be employed when the works are in full operation.

Going After the Farmers' Trade

Experience of J. W. Fleming & Son, Blenheim, in Endeavoring to Secure Business From the Farmers—They Specialize on One Article and Push it Hard—How the Rural Telephone Helps.

A clean, bright, hustling, attractive little town with a population anywhere between 1,700 and 2,000, situated at the junction of the Walkerville-St. Thomas and Rondeau-Sarnia branches of the Pere Marquette—this is Blenheim. And any hardwareman who has done business in a town that size will realize that in Blenheim, just as in every other town of like proportions, probably 80 per cent. of the hardwareman's business is drawn, not from the town itself, but from the surrounding country, and that, consequently, the great problem which confronts the hardwareman is: "How am I going to reach the farmers?"

"Go right after them," is in effect the answer to this problem furnished, after nearly six years of experience, by the hustling Blenheim hardware firm of J. W. Fleming & Son.

A Delivery of Manure Spreaders Made by J. W. Fleming & Son, Blenheim, Ont.

The firm comprises J. W. Fleming, the senior partner, and his son, J. G. Fleming. Another son, Harry M. Fleming, is also associated with the business, and, in the absence of his father and brother, kindly consented to talk with The Hardware and Metal representative on the problems the firm had met and the successes they had achieved.

The firm started business in Blenheim in February, 1903. They did not acquire an existing business, but set out to build up a clientele of their own. This makes their success all the more noteworthy.

Prior to coming to Blenheim, J. W. Fleming, the head of the firm, was a successful farmer in Dover township. What experience he had had in dealing in hardware and implements was solely from the farmer's point of view. But, if he was not a trained hardwareman, he brought to his business something that was of exceptional value in dealing with a constituency such as he was bound to meet in Blenheim—a practical understanding of the farmer, his requirements and his limitations. He understood the man with whom he was dealing from the simple fact that he had been for the greater part of his life in that very man's place.

A Good Road Man Required.

The hardwareman dealing, as any hardwareman in a town the size of Blenheim must deal, very largely with farmers, must inevitably specialize on farm implements. This J. W. Fleming & Son have done. Moreover, in the implement line they have in turn specialized, their specialty being the "Success" manure spreader, manufactured by the Paris Plow Co., of Paris, Ont.

"We find in our implement business that the first and greatest essential is a good road man," remarked Mr. Fleming. "That is the strong point in dealing with the farming community. We cannot sit and wait for the farmers to come to us; we must go out and reach the farmers. And for that a firm requires a good road man, a man who will get the price. There are road men who will sell goods for the price, and there are road men who will give them away. The latter kind are worse than useless. To get the price, the road man must be able to show the farmer—to impress him with the fact that the implement under discussion is worth the price, and more than the price. And we have found that the possession of a good road man is the one great essential in the implement business. It pays to have a good road man."

Mr. Fleming also emphasized the fact that the village hardwareman couldn't afford to wait for business to come to him.

"We must go after it. Competition has become so keen that the farmer expects the dealer to go after him. Not merely by advertising; but in person, or, at least, in the person of the road man. And the road man must understand how to meet men, how to deal with them. He must be adaptable."

The "Success" Spreader.

As previously mentioned, the "Success" manure spreader is a contrivance on which the firm have specialized, in connection with their implement business. It sells for a good, standard price with a fair margin of profit. It is a new article, hence there is a large field for it absolutely untouched; and it is a good, practical contrivance, and hence one well calculated to fill a "long-felt want."

And yet, despite the fact that there was room for it, and the added fact that it was a machine well qualified to satisfy the public demand, the firm had something like an uphill struggle at the outset. This was due to the innate conservatism of the farming community. With a new implement, as with a new crop, the farmer prefers someone else to experiment. This is characteristic caution; as previously stated, the farmer prefers to be "shown." He is essentially "from Missouri."

The first year J. W. Fleming & Son handled the "Success" spreader, they sold just three. The next year there was an advance, and 11 were sold. The third year the sales took a tremendous jump.

The jump was due to the fact that the farmers had been "shown." A few had experimented; the convenience of the contrivance had been demonstrated by the actual experience of actual farmers. Sales since then have been large and steady. In one year as high as 80 sales were made. Take a machine selling at $127, figure up the incidental margin, and the addition to the hardwareman's income may be roughly estimated and appreciated.

Car Load Orders.

The reader of the local Blenheim paper not infrequently catches sight of an item which reads thusly:

"J. W. Fleming & Son have unloaded a car load of "Success" manure spreaders."

This is advertising: and the essential, important item in that familiar "line" is the fact, not that Fleming & Son have received a consignment of "Success" spreaders, but that they have received a car load of them. For the casual reader, that little, unobtrusive item, perched amid the personals, has a significance inexpressible in mere words. A "consignment" is a mere bagatelle; but a "car load" is an impressive circumstance, telling, more than many columns and many illustrations could tell, of the enterprising firm and the wholesale manner in which they were supplying the community.

From the start, Fleming & Son have made a practice of ordering in car load lots wherever practical. A car will contain from 10 to 13 spreaders—generally 11. Sometimes two car loads are ordered at once. Ordering by the car, the firm can buy cheaper; likewise, they save freight.

Though a car load is rarely sold in advance of its arrival, the risk of being "loaded up" is infinitesimal. The average implement man knows from his canvass pretty well how his "prospects" stand, and what share of them he is likely to get: who of them are likely to purchase at once, who intend putting it off, and who are not going to buy at all. For instance, a car load of spreaders was brought in about February 1. On February 26, all save one or two were sold. The article is an eminently salable one; and even where only a few actual sales have been booked when the car load is ordered, it is not an unusual thing for every spreader to be sold by the time the car comes in.

Push the New Machine.

Unlike many other machines, the spreader has a steady sale all the year round. Those who have clay lands use it in the fall, and those farming in sand use it in the spring. Hence the road man is kept out right along. And, while the spreader is made a specialty, the road man canvasses for everything handled by the firm—hardware, fences, implements. He keeps his eyes peeled as to the farmer's requirements.

The spreader possessed and still possesses a great advantage over other implements in that the field for it is largely untouched. Unlike the binder and the mower, it is a new thing. An implement man would probably think he was doing well if he sold in his section 10 binders in a year. And, when he went to sell a binder, the farmer would have already on hand an old binder, which he would want to "deal in," the incidental "deal" eating up the agent's margin. Here the spreader shows to advantage. The farmer, when approached, can't produce an old spreader and insist, with that hankering after a "trade" so characteristic of him, that it be "traded" on the new implement. There are no old spreaders in the country to gobble up the seller's profits.

"To make a success of the implement business," remarked Mr. Fleming, "one must push a new machine—first making sure that it is a good machine. We have made a success of the spreader. We could make an even greater success of an exactly opposite contrivance, something that would load manure, provided only someone would invent it."

And it may be added that on farms from one end of Canada to the other, such a contrivance would be hailed with infinite delight.

Spectacular Deliveries.

Though emphatically of the opinion that a good road man is the first essential in handling these goods, the firm have developed some little side lines with a view to keeping them before the public.

Car load lots are ordered nearly every month. For a couple of weeks prior to the arrival of a car, "locals" are run in the Blenheim weekly paper, stating that a carload of spreaders has been ordered; and for a couple of weeks subsequently locals with reference to the arrival of the car load are run. These help to keep the business before the public.

A spectacular and effective form of advertising both the spreader and the firm is the "grand delivery." Deliveries customarily take place in the early fall or late summer. At other seasons it would be impracticable to hold back the machines for the sake of advertising; but in the summer farmers are busy harvesting and threshing, and, as a result, the spreaders are not urgently required. Hence, for several years in succession, J. W. Fleming & Son have held a "delivery," when, with not a little show, some 10 or 15 spreaders would be handed over in a bunch.

The accompanying cut shows the delivery which took place in August, 1907, when 15 spreaders were delivered. The firm make arrangements beforehand for the farmers to come in. Preliminary announcements are run in the local paper. The spreaders, handsomely decorated and bearing banners with the firm's name, are handed over to their owners, and a grand parade takes place up and down Main Street. Town and country are both pretty well represented in a crowd of eye-witnesses. The "delivery" is good advertising, and inexpensive, since the only cost involved is that of providing meals for the men and their horses. Of course, at most seasons it is impracticable: but when it does come, it attracts all the more notice. The "delivery" is perpetuated in a large-sized photograph, which, through the medium of the Plow Co.'s catalogue, has gone into a multitude of households.

The Rural Telephone.

Incidentally, a Blenheim hardwareman possesses a marked advantage in the rural telephone. The town has two rural systems, one of which has 250 country subscribers. The cost of a 'phone to the farmer is in the neighborhood of $12 a year, and for that he can talk to Blenheim at any hour of the day. Likewise, it is a convenience to the merchant. Mr. Fleming gave an instance.

"The other day I wanted a load of hay," he said, "and didn't know where to get it. I went to the telephone and in no time found a man who had hay to sell —and he was a farmer in Raleigh, five miles to the other side of Charing Cross."

A twin advantage Blenheim enjoys in the shape of natural gas, though its effect on the stove trade as given by Mr. Fleming is one with which hardwaremen in natural gas towns will be quite familiar.

For the advent of natural gas boomed the stove trade very little. Experience shows that natural gas will burn effectively even in disearded coal and wood stoves; and not infrequently people have brought out these old stoves and fitted them up with burners. Of course, with natural gas, the made-over coal or wood stove consumes probably as much fuel again as the genuine gas stove. A gas stove at $11 would soon save its cost in fuel.

As for gas fitting, the firm did not touch it. "We were too busy," remarked Mr. Fleming.

Hardware and Roofing.

The Fleming store is probably one of the most completely stocked hardware stores in any town of Blenheim's size, and careful attention is given to the regular lines. A good line of stoves is carried. The firm is also giving attention to metallic and prepared roofing.

"The demand seems to be growing steadily," said Mr. Fleming, "and I think it is a trade which is bound to develop. There is plenty of room for it to develop, and the high price of shingles is bound to have an encouraging effect. Metallic roofing is picking up right along, and there is more sold every year."

He added that metallic roofing seemed to have the preference over the prepared lines. "For myself, I think prepared roofing is a good thing," he said, "but there are a great many people who have the impression that it is just paper coated over, and that impression will take a little time, experience and argument to eradicate."

What a Local Association Can Do

Ottawa Hardwaremen Have Things Running so Smoothly That They Spend More Time at Their Meetings Playing Friendly Games of Cards Than in Transacting Business — Have Confidence in Each Other—Seven Years of Progress.

By F. J. Arrowsmith.

No merchant who attended the annual convention of the Ontario Retail Merchants' Association at Hamilton, or who read the reports of the speeches and discussions which appeared in the columns of Hardware and Metal, could fail to be struck with the greatness of its purpose, and the success of its efforts. He was bound to realize in the evident earnestness of these delegates—in the thorough way in which they grappled with questions that not only affected themselves, but the trade as a whole, —that a great and mighty force had been developed to the lasting good of the hardware trade.

R. MULHALL, OTTAWA.

This Year's President of the Ottawa Retail Hardware Association.

Competition gnaws the vitals of the hardware dealer—the unnecessary bitter competition of the merchants in the same or adjoining district; the competition of the many armed mail order house octopus, with its elaborately colored catalogue, and its seductive, and apparently low price list; and the competition of the irresponsible peddler, who pays nothing towards the upkeep of the district in which he peddles. Difficulties crop up every day in the transaction of business which bewilder the young merchant, yes, and the more experienced man, too, until the very life of the firm is threatened. Harassed this way and that, can it be wondered that, standing unsupported, dealers should be led into the grave mistakes of price cutting until like a pack of wolves, they fall upon each other's throats.

Happily, there is no disease without its remedy or alleviation. In time the wise men of the hardware trade realized the dangers that the growth of their industry was bringing down upon them. They saw that in unity alone could peace be brought to troubled waters—not the unity that bind men to hard and fast rules, making them secretly suspicious of each other, but the unity of friendly fellowship for the good of all, that can alone break down the antagonism of rivalry, and make evident the fact that the land is not so crowded but that each one can, without cutting the other's throat, be able to live and let live. So we have the provincial and local organizations creating a more friendly spirit, discouraging reckless price-cutting, fighting the mail order house, interchanging experiences for the benefit of all, deliberating on subjects of national importance which directly or indirectly affect the trade, and slowly but surely strengthening the industry.

Much more work has yet to be done. Association work in Canada, unlike that in the States, is in its infancy; but the growth is sturdy, and district after district, province after province, will, as time goes on, band themselves together in that utilitarian purpose which can alone settle the difficulties that the growth of the industry, and the encroachment of competition, have developed.

Ottawa Sets an Example.

A very fine example of the benefits of association work is shown in the case of Ottawa. Up to within 7 years ago the keenest competition existed among the hardwaremen in this city. The place was not so large that each merchant did not know the profession of the other. In the pursuit of their business, or of their pleasure, they met each other in the street, car ,or place of amusement. But there was no attempt at friendly recognition, and no interchange of business amenities. There was rather an open antagonism that resulted in price-cutting, and an aloofness that forbade one dealer asking or giving any business courtesy to another. This unfortunate state of things was naturally very detrimental to the hardware trade in Ottawa, but it is typical of what is happening in other places today. Suddenly a change came. An endeavor on the part of an association of contractors to secure a rebate from the hardwaremen broke down the barrier of reserve and of antagonism that had grown up. A meeting was called; the request was refused, and the making of that decision was to the lasting betterment of the hardware trade in Ottawa. The meeting brought forth fruits that probably no man anticipated. It was found that the other man was not such a bad fellow after all—in fact, he was congenial company. Friendships were struck up that have been maintained to this day, and it was brought home to all how foolish had been their conduct in the past. From this stage to the formation of the Ottawa Retail Hardware Association was a comparatively easy matter, and as the association grew in years and because the sturdy child it

J. G. COWAN, OTTAWA.

Secretary of the Ottawa Retail Hardware Association for the Past Seven Years.

now is, so a period of calm descended upon Ottawa.

There are no hard and fast rules in the Ottawa association—no binding of the men down to certain policies and lines of action. The object of the association, as simply stated in the constitution, is to bring about a closer relation between the members of the association, to correct commercial abuses, and to promote the mutual interests of the members. And worthily has the association achieved its purpose. The association rests itself upon the honor of each man to maintain its aims and to keep to the spirit of its laws and there has been no backsliding.

Meeting after meeting—one every month—dealt with, and adjusted the knotty points of price-cutting and the other difficulties inseparable from the hardware trade. Erring ones were made to see the error of their ways by gentle persuasion; while the social side to the meetings, a strong point in association work, consolidated friendships as no purely business meeting could do. Under the zealous care of J. G. Cowan, who is now, and has been since its conception, secretary of the association; of the late W. Graham as treasurer, and the other officers, the association has developed until with but one or two exceptions, it comprises all the Ottawa retailers. There is now no covert attack upon another member's trade, no knocking, and no malpractices. The motto of the association is on the lines of "There is room for all, let us all live," and is maintained to the letter. Each merchant is willing to oblige the other, and if any one is seeking information which will help him in his trade then he openly asks it at a meeting, knowing that no underhand advantage will be taken of the fact. Surely there could be no finer example than this of the value of association work.

It can be easily understood from this that no happier or contented family could be found than the hardwaremen of Ottawa, and certainly it would be difficult to find a jollier band of fellows without a long search.

Under such conditions the hardware trade is bound to flourish, and that it does flourish in Ottawa can be seen from the fine stores in the city and the general air of prosperity attending the members. Few cities can show a better average of fine stores. Certainly the Ottawa association owes much of its present-day prosperity to Secretary Cowan, who has shouldered the brunt of the work for so long. The association and Mr. Cowan are inseparable. When you think of the one, you think of the other.

Develops the Social Side.

The writer had the pleasure of attending a recent meeting, and was struck with the comradeship that exists among the members. Beyond the election of officers, little business was done, for the simple reason that there was little to be done. The happy family have brought things to such a state of perfection that there was nothing important to discuss. One incident, however, might be mentioned. A shortage in a particular article was reported, and the merits of a certain other article, which might be used instead, discussed. One or two members having favorably commented on the substitute, it was thereupon decided that the secretary obtain quotations on this article, the understanding being that in case things went satisfactorily a general order should be placed to supply the various stores.

The only point on which emphasis was laid at the meeting was the desirability of keeping up the attendance of the members at the monthly meetings. Things have gone so smoothly, each member has such confidence in the other, that he is quite content to leave his interests in the latter's hands, and the meetings are not so well attended as they might be. This is typical of human nature, but it must be guarded against. As President Mulhall said, however, if anything cropped up that affected the vital interests of the association, the members value it so much that everyone would be at fever-heat again. But at present they were too united to have a discordant note, with the result that the attendance at the meetings suffered. At the suggestion of the president, it was decided that the social end of the meetings should be made stronger, prizes being offered for the highest scores at euchre, and this, with other efforts, should have the desired results.

It is the social side that has helped the association to its present state of perfection, and it is the social side which will keep it there. As Mr. Cowan remarked, there is nothing like a game of cards to make men friends, as few could do an unfriendly act to a man after fraternizing with him the night before. It can be seen from this that the Ottawa asociation has satisfactorily solved the knotty problem of making competitive merchants well disposed towards each other, and one could understand, listening to the good-humored chat and lively sallies which enliven the meetings, that no stress of circumstances, no overcrowding of trade, would even break the friendly ties that the association has developed.

The Ottawa Retail Hardware Association should prove an inspiration to the hardwaremen in other places where conditions are as they were in Ottawa seven years ago. What has been done in Ottawa can be done in dozens of Canadian towns and cities if the trade is alive to its interests.

ONTARIO GOSSIP.

J. G. Hayes, Dryden, Ont., has located in a new store building.

John McArthur & Son have bought McIntyre's hardware at Durham.

M. B. Thorpe, hardware merchant, Glenallan, is succeeded by Warner Huss.

James Purvis and Robert Horne, Sudbury, were visitors in Toronto this week.

W. A. Sylvester, Stouffville, attended the A.O.U.W. convention in Toronto, this week.

The Canadian Potato Machinery Co., Galt, has been granted a license to do business in Ontario.

The McClary Manufacturing Company, London, have obtained a contract for supplying Winnipeg with 640 street name plates.

Tenders are asked by the Department of Public Works, Ottawa, for heating apparatus for the public building at Glencoe.

Congdon & Marshall, hardwaremen, Dunnville and Port Colborne, have sold their Port Colborne branch to J. H. Harrison.

The American Can Co., has been granted a license to manufacture and do business in Ontario. The Canadian headquarters are at Hamilton.

The Aikenhead Hardware Co., Toronto, has the contract for supplying floor tiles in the Fern avenue, Leslie and Morse streets schools, Toronto.

Fred Moore has resumed his position as foreman in the tinsmithing and plumbing department at H. J. Morden & Co's hardware store, Colborne.

W. Bradley, of the Fort William Hardware Co., who has been visiting at Toronto and other eastern cities the past three months has returned home.

Chas. E. Levey, of the Canada Glass, Mantels and Tiles, Limited, Toronto, was taken suddenly ill this week and will probably be absent from the office for several months.

On Saturday last Chas. T. Pearce, who has represented the Pease Foundry Company in Eastern Ontario for a number of years, left for Winnipeg, where he will continue to sell Pease Furnaces and Boilers for the Pease-Waldon Company, Winnipeg.

The B. Greening Wire Co., Hamilton and Montreal, are installing electric welding machinery in their works for the more economical welding of the iron frames for their wire door mats, wire guards, tellers' cages, etc., and for the wire chain fittings, and the welding of wire generally.

H. B. Collier, of the Collier Electric Co., Peterboro, has invented what he calls an electric blanket. It is intended to serve the same purposes as a hot water bottle. The blanket is composed largely of asbestos, is made in convenient sizes, is pliable and can be kept at any temperature desired, by the regulation of the electric current.

A fire completely gutted the brass foundry of William Keating, at the rear of 237 Lansdowne Avenue, Toronto, on March 14. It started from an unknown source, and altogether did about $17,000 damage to the building and contents. There was about $8,000 worth of machinery in the place, which is practically destroyed, and a quantity of brass piping, which will only be good for remelting. The place is insured for $11,000. Although the damage is extensive, Mr. Keating says that there will be but little delay to his business.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Development.

A large shoe factory will be erected at Berlin by C. A. Ahrens.

Ex-Mayor Buscombe will erect a $20,000 warehouse at Vancouver.

The farmers of Shediac, N.B., will erect a co-operative grist mill.

The Anderson chair factory is now an assured new industry for Halifax.

The Canada Paper Co. may rebuild their plant at Windsor Mills, Que.

The B. C. Soap Works, Victoria, contemplate large additions to their factory.

The Gerhard Heintzman Piano Co. are erecting a six-storey warehouse at Toronto.

Carruthers & Company, Saskatoon, Sask., will build a large warehouse this season.

A large saw mill will probably be erected at Jordan Mills, Man., by the Lewis Miller Co.

An addition will be built to the Arrowhead lumber mills at Kamloops, B. C., at a cost of $20,000.

The Parry Sound Furniture Staples Co. will establish a basket and box factory near St. Catharines.

Copp, Clark & Company will erect a printing and bookbinding factory at Toronto, at a cost of $40,000.

Ridout & Co., furniture dealers, Kenora, will shortly commence the erection of a large addition to their premises.

It is understood that the C.P.R. intend building two, and possibly three, fine new steamers for the Pacific coast trade.

The Michigan Pacific Lumber Co. are stated to be planning for the erection of a large mill at Harriston, 30 miles east of Vancouver.

The Vulcan Portland Cement Co. will supply the Dominion Government with 46,000 barrels for use on Lachine and Cornwall canals.

The Dominion Meat Company, Calgary, has been bought out by the Morris Company, who will carry out important extensions.

George Othmer & Sons, West Derry, are building a new sawmill at Buckingham, Que., to replace the one destroyed by fire a year ago.

The Vancouver Engineering Works will expend $100,000 before June 1 in erecting works for casting steel, the first plant of its kind in the West.

The Manitoba Iron Works Co. have purchased six properties adjacent to their works at Winnipeg, for the erection of a large bridge shop.

Robertson Brothers, Toronto, candy manufacturers, will erect a five-storey addition to their factory and boiler house, at a cost of $40,000.

The Security, Storage & Warehouse Company, recently organized at Winnipeg, with a capital of $100,000, will shortly construct two warehouses.

The Welland Stove Company will erect a factory to make all kinds of natural and artificial gas ranges and heaters. They expect to employ about 40 men.

Wortman & Ward, London, Ont., manufacturers of washing machines, pumps, etc., contemplate the erection of a factory at Estevan, Sask., at a cost of $75,000.

The Canadian Pacific Railway is preparing plans for improvements to its property at Sherbrooke, which will cost $100,000, A new station and roundhouse are included.

The American Column Co., Battle Creek, Mich., will build a one-storey factory building at Niagara Falls for their Canadian business. The cost is estimated at $25,000.

Mr. Thomas, an expert, has arrived in Cobourg to superintend the building of the furnace at the new steel works there. The furnace, when completed, will cost $35,000.

A new smelter to treat tin ore will erect works near Nanaimo, to handle the output of Goodwin Tin Group on Seward Peninsula, Alaska. By-products will also be treated.

David Ogilvy will prepare plans and suhervise the construction of the department store to be erected by James A. Ogilvy & Sons, at Montreal. Estimated cost, $400,000.

A million dollar wheat elevator is proposed to be erected on Deadman's Island, near Vancouver, by J. W. Weart, who has interested Vancouver, Winnipeg and San Francisco capital in his scheme.

Samuel Shimer & Sons, Milton, P.A., manufacturers of cutter heads, are about to establish a branch Canadian factory at Galt, Ont. They have purchased the building formerly occupied by St. Clair Bros., and expect to commence operations at once.

J. H. Plummer, president of the Dominion Iron & Steel Company, Sydney, states that the Board is considering important extensions to the plant, the first of which will be the erection of a large merchant mill to enable the company to make considerably more rolled steel.

A new industry known as the Welland Tin Plate & Sheet Company, is being promoted. A two-mill plant, tin plate, polished sheet, tern plate, Canada plate, and steel sheet of every description, will be manufactured. The plant will have a capacity to manufacture 100,000 boxes or 5,000 tons.

It is understood that the Collingwood Shipbuilding Company has given up the idea of leasing the Government dry dock at Kingston and establishing a repair shop in connection therewith. There is a possibility, however, that the Locomotive Works Company may secure the dock and establish necessary shops.

One hundred and forty thousand acres of timber land were disposed of last month by an English syndicate to Vancouver capitalists for a figure in the vicinity of $800,000. The plans are for the erection of pulpwood and sawmills on the property situated on the east coast of Vancouver Island. one hundred miles north of Vancouver.

Forty-three new elevators will be built in Alberta, during the current year. The Alberta Pacific Elevator Co. will build twenty-five, the Alberta Grain and Elevator Company, eight, and private firms ten. The majority will be in the southern part of the province, although a few are as far north as Strathcona.

Large and modernly equipped car building shops which will form a nucleus of a plan that will ultimately turn out finished locomotives, built from British Columbia iron and steel, is said to be the latest project of the Canadian Pacific Railway. The shops will be built on the line of railway at Westminster Junction about 20 miles from Vancouver.

The Canadian Pacific Railway has let the contract for the erection of a new grain elevator at Victoria Harbor, on Georgian Bay, to the John S. Metcalfe Company of Chicago. The capacity of the new elevator will be two million bushels, and the price at which the contract has been let is in the neighborhood of $900,000. The elevator and wharves are to be completed within a year.

A new iron industry is to be started in Toronto shortly, though under what name it will operate is not as yet known. At a recent meeting of the Board of Control the statement was made that the company, which has been formed, had secured options on some factory sites, and the company's representatives stated their intention of building immediately, and asked that they be allowed to build branch lines connecting their buildings witn the Canadian Pacific and the Grand Trunk. As the company was already preparing to build the board granted the request.

HARDWARE TRADE GOSSIP

Ontario.

The Department of Justice, Ottawa, are asking for tenders for the supply of hardware, paints and oils, Portland cement and tinware to be used in the penitentiaries this year.

A. C. Graham is opening a hardware store on Queen St. east, near Reid Ave., his opening order going to the Kennedy Hardware Company, Toronto, for whom Mr. Graham's brother-in-law, W. R. Tait, is city salesman.

The Russill Hardware Company, Toronto, who about ten years ago were the first Toronto store to instal Bowser oil tanks, are now making another addition to their equipment. Beginning with two tanks, they increased to ten and are now installing twenty more, making thirty in all. Frank Russill, the manager, estimates that a saving of $100 per year will be made in fire insurance alone as a result of the equipment, besides which much waste of stock and clerks' time will be eliminated.

Quebec.

J. B. Ouellette, of Ste. Scholastique, Que., has been visiting Montreal.

G. Macdonald of the Algoma stores, Helen Mines, Ont., has been on a visit to Montreal.

O. Chown, of A. Chown & Co., Kingston, passed through Montreal whil? on a holiday trip.

J. P. Band, plumbing and heating contractor, and A. W. Newlands, of the Capital Hardware Co., both of Ottawa, visited the Montreal office of Hardware and Metal this week.

At the annual general meeting of the shareholders of the Dominion Wire Rope Company in Montreal, the following directors were re-elected : F. W. Fairman, F. H. Hopkins, Dr. C. W. Colby, G. P. Butters, E. E. Fairman. Subsequently the following officers were re-elected : President, F. W. Fairman ; vice-president and managing director, F. H. Hopkins ; secretary and treasurer, J. J. Rosevear.

Western Canada.

Neil H. Lightly & Co., hardwaremen, Winnipeg, have assigned.

Paull & Duffy, hardwaremen, Broadview, Sask., are succeeded by John Duffy.

J. Moxley & Co., hardwaremen, Rapid City, Man., are succeeded by Moxley & Forrest.

Evans Bros., hardware merchants, Kinley, Sask., have sold their business to R. D. Hutchinson.

Fred Babb, hardware merchant of Portage La Prairie, Man., was in Winnipeg last week on business.

Jas. W. Grierson, hardwareman and lumber dealer, Whitewood, Sask., is succeeded by Jas. Grierson & Son.

Wm. Manders, Bradwell, Sask., is asking for tenders for the sale of a hardware and tool stock valued at $2,-200.

The annual meeting of the Babb Hardware Company, Portage la Prairie, was held last week, and the reports submitted showed the business to be in a very satisfactory condition.

A. J. Falconer, Deloraine, Man., formerly President of the Retail Hardware Association of Western Canada, was in Winnipeg last week on his return from the south, where he has been for some months. Hardwaremen throughout the west will be delighted to hear that Mr. Falconer's trip in search of good health has resulted successfully. He is returning to his business completely cured.

LAW AGAINST REVOLVERS.

Another case has arisen where members of the Retail Hardware Associations in the various provinces and hardwaremen generally must stand together to prevent injurious legislation from being placed upon the statute books. It has been proposed in Parliament that section 119 of the Criminal Code be amended by adding thereto the following subsection :

"No. 3—No revolver or pistol shall be sold to any person unless he produces to and leaves with the vendor in writing from the chief of police or a police magistrate or justice of the peace allowing him to purchase a revolver or pistol." The offence to be punishable by imprisonment of from one to five years.

Such legislation is uncalled for and more likely to result in the smuggling in of firearms by criminals while preventing householders and others from securing weapons of defence. It is doubtful if the stopping of the sale of firearms would lessen crime. Rather would it tend to make burglars and hold-up artists more fearless in their nefarious doings. Why not pass a law prohibiting the sale of any but safety razors because many have chosen the razor route into the next world?

Every hardwareman, whether a member of any of the retail associations or not, should write his local M.P., asking him to oppose the proposed legislation as dangerous and unnecessary. And it would also be well to urge the hardwaremen in Parliament, including R. Blain, M.P., Brampton; W. W. Rutan, M.P., Melfort, Sask.; George Clare, M.P., Preston; Lloyd Harris, M.P., Brantford; Hon. James Stratton, Peterboro, and Major J. A. Currie, Collingwood, (all of whom should be addressed at Ottawa), to see that the views of the hardware trade are emphasized when the matter comes up for discussion.

CHANGES IN U. S. TARIFF.

The United States Government on March 17, made a cut of 50 per cent. in steel duties, and made provision for reciprocity in bituminous coal, coke and agricultural implements. It is likely the Canadian Government will reciprocate in the matter of coal. At present the duty on both sides is 53 cents a ton. Nova Scotia coal is used as far west as Montreal ; Ontario burns Pennsylvania coal, and west of Winnipeg to the Rockies the Crow's Nest and Vancouver Island are the source of supply. In the United States the coal area is not so scattered—Pennsylvania, and parts of Ohio, Indiana and Virginia, being the location of the coal areas. If reciprocity ensues as a result of this recent legislation the New England States can obtain Nova Scotia coal, and the Western States may obtain their fuel supply from Alberta and British Columbia. It will thus be seen that the United States will be the greater gainer ; but, undoubtedly, one of the greatest features of free coal will be the impetus given to industrial concerns on both sides of the line.

The reduction in steel duties while not altogether unexpected came as a surprise to many who thought the recent cut in iron and steel would offset any tampering with the tariff. Those in charge of the Payne Bill, however, aver that the cut was merely a blind to do away with any idea of changing the steel duties. One of the results of this change in customs duty and in the cut in price will undoubtedly be a lowering of wages among metal workers in the United States.

Toronto metal men did not care to express a definite opinion. They felt, however, that the lower duties might give them a chance to enter certain U. S. markets. As to lower prices the opinion prevailed that rock bottom had been reached. The recent cut in iron and steel prices was a political dodge to offset any change in the customs tariff and now that the tariff had been lowered it was felt prices would remain at the present figure.

The remored cut in wire prices at Pittsburgh would not affect the price in Canada, was the opinion of Toronto hardware jobbers. A number of U. S. representatives had offered wire, pipe and other manufactured lines in Canada at cut prices, but not for quality goods. Later advices from Pittsburgh say wire prices will stand, and that market quotations of last month will be held firm.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 146.

METALS DURING THE PAST YEAR.

The course of the metal market during the year 1908 was very disappointing, with the advantage invariably on the side of the buyer. Sellers were loath to accept the new order of things and constantly held off in the expectation that the markets might become firmer and higher prices be obtained. The irregularity which characterized the whole of the year was most unsatisfactory, and had the prices been allowed to recede to correspond with the conditions of trade and without artificial stimulation, the looked for revival in trade would have been considerably nearer. We stated last year that the year 1908 would be the period when adjustment of 1907 accounts would proceed and finish —a statement which has been substantiated. Legitimate trade in Canada has been considerably injured in the past by booms of various kinds. The Rossland Gold Mining Boom in 1906 had a most injurious effect on trade. In 1907 the speculation in land in the North West left the trade there in a crippled condition, although the harvest had been excellent and trade, generally, should have been flourishing. To-day we have a similar danger to face in respect to Cobalt stocks. It is very disappointing, after all the warnings which have been uttered, to find that an immense amount of money is being frittered away in small sums in purchasing worthless mining stock.

During the opening months of 1909 not many large orders for metals were placed, but there has been an abundance of small business which is an evidence that consumers are acting warily and are only purchasing their actual requirements. During the past few weeks there has been considerable forward buying, and while the colossal records of 1907 may not be reached, still we think that 1909 will prove a good year in the metal business.

Copper has been very irregular during the year. As customary, we will take the London prices as a basis. On January 2, 1908, the price for Standard Copper (speculative) was £61.12.6 ; ($13.55) while the present price is about £55 ($12.10), a difference of nearly one cent and a quarter. Newspapers continue to devote a large amount of space to copper with the result that the general public are well informed about the metal. It is quite likely that by the end of the year there will be a considerable advance in the price. It must be remembered that, at the prevailing low prices, aluminum is a serious competitor with copper in electrical work, and further, that 50 per cent. of the copper produced is used in electrical industries. However, low prices stimulate consumption and there is ample room for both copper and aluminum in the industrial world. The estimated world's production of copper in 1908 was 710,000 tons as against 716,000 in 1907, which would indicate that the shrinkage in 1908 was rather in value than in volume.

Tin during the past year has not fluctuated to the same extent as copper, and, unlike copper, has appreciated in price. On January 2, 1908, the London price for tin was £121 ($26.60), while the present price is £128.15s. ($28.35). Tin is at a fair price to-day, and as it is a metal for which there is no substitute at present, there should be a firmer tendency during the balance of the year. This metal is so largely controlled by the London operators that it is difficult to prognosticate the future. The world's production of tin in 1908 was practically the same as 1907, namely, about 72,000 tons.

The returns showing world's production of lead in 1908 are not available, but the result is probably slightly under that of 1907. The highest price for soft Spanish lead in London in 1908, was £15.2s.6d. $3.30) and the lowest £12.7s.6d. ($2.72½) with the present price £13.5s. ($2.92½). The movement in lead (with some fluctuations) has been steadily towards lower values, but producers are confident that the present levels are lowest and any change will be in the nature of an advance.

Zinc. contrary to the other metals, improved in price during the year, opening on January 2, 1908, £19.5s. ($4.25) the present price being about £21.5s. ($4.70). Stocks of this metal are small at any time with the result that producers are easily able to increase the price under a demand.

Antimony wavered a little in price during 1908, and the demand throughout the year was listless and never in large proportions. It is during war time that this metal is interesting and prices are doubled and trebled.

Tinplates, galvanized sheets and black sheets were held at even prices during the year. The highest price for 14 x 20 cokes in South Wales in 1908 was 12.9d. ($3.15) and the lowest 11.9d. ($2.87½). The application of the Dumping Clause to free goods early last year (instigated at the instance of the Morrisburg Tinplate Mill) was instrumental in shutting off American imports and practically giving back the Canadian market to the Welsh makers.

In iron and steel the records of 1907 were not approached in 1908 for the reason that enterprises of great magnitude were not started last year. The production in round figures was probably 15,000,000 tons short of 1907 ; with the United States first in the rank of producers, Germany second and Great Britain third. The figures for Canada show a production slightly under 1907. With few exceptions, the larger interests in Canada producing crude iron steel have not yet reached a position of steady and profitable manufacture. However, there are evidences that renewed attempts are to be made this year to place some of the larger concerns in shape to command a greater volume of business. It will need, however, the best of executive and practical ability to do this as the consuming centres are so far removed from the producing centres—and in iron and steel, freight charges bulk large.

Middlesboro pig iron was selling in January 1908, at 48s.4½d. ($12.00) the present price being 46s. ($11.50). This small fluctuation clearly shows that in Great Britain the trend of values is more even than on this side and that there is no attempt to ignore general trade conditions, advances and declines being in consonance with supply and demand and not interrupted by manipulation to any great extent.

The outlook at the present time is one of increased confidence, and while it is impossible that records in production should be made in 1909, still we look for a good increase in the volume of trade over 1908. Providing that the crops this year prove to be average or above the average, the trade of the country should be immensely accelerated and the great advances of previous years maintain. G. T. P.

MONTREAL METAL MARKETS.

March 19.—Although it is true the condition of things in the primary markets has not tended to stimulate trade locally, business on the whole, since the commencement of the year, has not been at all bad. In fact January was a good month, comparatively speaking, and the steady improvement in orders seemed to promise much better trading in February. This promise was not fulfilled however, so far as a continuance of the rate of improvement was concerned, although the month could not be considered a dull one by any means. March however has picked up the lost ground, and there is no reason why the progress could not be continued right through the spring and summer. There is one point greatly in favor of the metal markets and that is the lightness of stocks in consumers' hands. In fact we might say

that there are no stocks at all. As the metal is bought so is it used. Practically buyers have not come into the market until they have had the customer's order in their possession, and so the metal market stands in this position that the slightest improvement is felt at once right from the user to the first hand. There is no dead weight to the metal trade. Every line is trained down fine and in the best condition for a buying movement.

The hand-to-mouth purchasing, which has characterised trading for so long, is more conducive to under-estimating the volume of trade done than over-estimating. Big orders attract attention where small ones slip by unnoticed, and merchants, unless they have the actual figures before them, are inclined to minimise the trading. As a matter of fact much more metal has been used than many people imagine, and most quarterly returns will prove this. The same thing is noticed in the primary markets. Nothing but reports as to dull jobbing conditions are heard, but it is apparent from the way prices have ruled that much more metal is being consumed than is actually credited. Locally orders have been on the light side but they have been steady, and the fact that the first hands have transacted a lot of business shows how metal has been used. All lines have been moving in good relative proportion.

That strong trade is but waiting a favorable opportunity to break in is evident from the inquiries that are being made. Users have not yet acquired enough confidence in the markets to buy ahead, but there is no doubt that with stronger markets outside consumption would be stimulated here. Users recognise at present that they can command prompt shipment, but with the primary markets stronger the position would be different and booking ahead would be necessary.

It is evident from the development of industrial activity all the way round, and from the improvement in building prospects, that metal will be wanted in increasing quantity as time goes on. Already inquiries are numerous as to structural material. This is partly due, of course, to the cut in the States, but it is also due in a great measure to real improvement in building prospects.

Owing to continued weakness in New York, copper has been cut ¼c this week and jobbing lots are quoted around 14c. From the commencement of the year copper has been steadily falling, and is now 1½c cheaper than on January 1. Tin is unchanged, although the English market has been very weak. Tin also has weakened from the beginning of the year, and at its present price of 31½c is 1½c cheaper. Lead is unchanged this week at $3.65 which is but 5c cheaper than January figures. Spelter has been cut this week 25c and is now marked at 5.25. Imported pig iron has suffered no change.

TORONTO METAL MARKETS.

March 19.—Probably no other trade is regulated so much by the world's situation as are metals, as the conditions affecting trade outside have a bearing on the situation at home, which induces or retards buying according to the prevailing condition of affairs in the larger buying centres.

Across the border the metal markets are unsteady and uncertain. The tariff changes are affecting prices; cutting in steel and iron and their products have kept back big business; and over-production in copper has brought down this metal. Now all these features have affected the Canadian markets generally and the Toronto market in particular. The duty, to some extent, has precluded any radical changes in price taking place; but there is the same uncertainty about buying, and orders are samll.

The great outstanding feature in the metal world, as in the business world generally, during the past year, has been the depression which set in in the fall of 1907, and which during the year 1908 and even to-day, has curtailed and is holding back orders for metals beyond the present absolute need. That depression affected this country, and Toronto metal men felt the lessening of business.

The revival here in Canada is pushing ahead more rapidly than in any other part of America and the return of good times seems nearer at hand than they do in the U. S. Building, industrial and railway construction work is planned on broader lines than a year ago, and if the hope of a good crop in the West is realized this fall, then the "return of prosperity" will be more than a phrase.

Iron and steel prices in Canada during the past year have been fairly well maintained. Canadian and English pigs are practically at the same figures as at this time last year; and this in general applies to manufactured products, though in some cases where any change has taken place they are slightly lower. Production is increasing and the Port Arthur furnace is expected to blow in at the beginning of navigation. The railways are in the field this year for rails and rolling stock, and the three transcontinental lines have already placed splendid orders, at the Soo and at Sydney. The car and locomotive works are rushing rolling stock for the extra traffic anticipated this year. Structural steel for bridges and building is in greater demand just now than for 16 month's past, and before the middle of the summer this demand is expected to be fully 50 per cent. better than at the same time in 1908.

Copper is just now probably the most interesting metal on the market. At present prices are easy, and about a cent lower than at this time last year.

The features of the year were the exports of copper to Great Britain, and the keeping up of output and increasing demand for British Columbia copper. We still quote 14c on casting ingots.

Like the majority of metals, tin shows a decline in price compared with the quotations of last year, we now quoting 13½ cents.

Sheets and plates have been steady all year, and unless the price changes and tariff reductions affect seriously the U.S. market and the export business of houses across the line, no variation is expected here before the opening of navigation in the St. Lawrence in May, and not much then. It is usual for Canadian houses buying large quantities of sheets and plates to import from Great Britain once or twice a year, so the speculative element across the line has almost no bearing on the situation in Canada, and the price once fixed rules for a whole year. The price for 1908-9 is possibly 15 cents easier than the previous year.

Lead showed a decided decline during the year, and prices are fully 50 cents lower than twelve months ago. While there was no tumble in market quotations as was the case with copper, the decline from week to week was noticeable. Since the opening of the year sales are increasing at nearly double the rate of a year ago. A strange anomaly is the comparison between lead and zinc. A year ago the demand was for zinc, and lead remained in the bins. Now the reverse is the case. British Columbia zinc is more active than for many months. The cutting off of customs duties by the U.S. is expected to greatly help the Kootenay zinc ores. Spelter which appeared to weather the year better than any other metal is slightly easier since the more important metals have forged again to the front. The metal kept its price fairly well despite the depression, and for a time showed even a firmer tendency than when the year opened up.

In old materials there were spasmodic fluctuations. In general, they followed the newer metals, though at times when these latter showed firm, scrap iron, copper and brass went frequently out in sales. Old rubber presented a lively feature for a time when some American houses bid for Ontario rubber at prices better than were offered by local concerns.

Tenders are invited for supplying Calgary with sewer and water pipes.

The Sewer Commission of Berlin decided at a recent meeting to call for tenders for sewer pipe, cement and manhole castings.

HARDWARE MARKETS

MONTREAL HARDWARE MARKETS

March 19.—Trade in hardware lines since the commencement of the year has not been as good as jobbers anticipated, yet no dissatisfaction is expressed. Undoubtedly the great difficulty to contend with has been the cautious attitude of the retail dealers. Following out their policy of last year, merchants have refrained from booking ahead to any great extent, with the result that the accumulation of heavy orders for future delivery usually prominent at this time is not in evidence. Even the booking made has been more of sorting-up character than of an augmentation of stock to meet a probable heavy demand. Merchants are not yet sure as to the extent of the spring demand, and they are inclined to wait until they can better judge before they place their orders, the result being that spring lines such as harvest tools, lawn mowers, hose nozzles, lawn sprinklers, garden tools, ice cream freezers, screen doors, are very behind hand so far as booking is concerned. Household cleaning utensils have likewise been slow in moving although within the last two weeks trade has greatly improved. It has been the same in builders' hardware.

Stocks in dealers' hands are undoubtedly light, and apparently merchants mean to keep them so. It is evident, however, that lines will be well sorted, judging the character of the ordering. Of course merchants take a grave risk, if a strong demand breaks in, of being held up in their shipments, but they are prepared, apparently, to stand the chance. At present jobbers are in a position to ship promptly and so long as they can do this, the merchant can keep his stock down safely.

The Eastern trade has been somewhat disappointing. Not that there has been a slump in any way, but jobbers have expected better things. The Maritime Provinces, however, have been very steady buyers, and there is no doubt that this part of the Dominion has been the most staple of any. Within the last month the North-West has made very great strides, and the increasing strength of the orders shows that dealers are anticipating a good spring trade. There has been a good movement in builders' hardware and enamelware all the way along, orders being of a well assorted character. Cobalt and Gowganda have been buying heavily on immediate delivery, not only in miners' supplies but in general hardware. A strong movement in egg crates looks as if a good egg season was anticipated. Wire, if moving slowly at first, is in better request now, and promises to develop at the opening of navigation. Bolts and nuts, owing to the improvement in construction work, are in good demand. Stocks are very light in dealers' hand, and a strong improvement in buying should occur shortly.

Prices on the whole have kept firm and taking everything into consideration the tendency has been to advance rather than to recede. Pure Manilla rope seems to have suffered the most, comparatively speaking, experiencing a cut of 1c altogether. This was owing to the low cost of raw material. Builders' hardware, and enamelware, have kept firm. It is understood that American lock makers at a recent meeting decided to maintain the price of their makes. Tinware is somewhat easier, but on the whole little change has been made in any other line.

As for the outlook it appears very promising. No big rush is expected at the opening of spring, but a steady improvement is anticipated all the way along culminating into a booming fall trade. Another harvest like last year would put on the finishing touch. There is one thing certain : that with dealers' stocks on the light side, a steady shipping movement will be in force all through the summer. Jobbers and manufacturers are confident that the year will close in no uncertain fashion so far as trade is concerned.

TORONTO HARDWARE MARKETS.

March 19.—"Compared with a year ago, the hardware trade," said a prominent Toronto jobber, "is in a much better position. While the good feeling prevailing is due more to anticipated business than to what is actually passing the volume of present trade is satisfactory, and especially is this so since the lesson learned during the year.

Spring goods summer goods, and lumber supplies dropped off quite a bit last year. Household and housecleaning lines held their own, though they did not improve. Stove sales did not come up to expectations. The fall was long and mild, with the result that many retailers were unable to dispose of their stocks. The coming season, however, is expected to be pretty near the record in heating lines, and there is already a better demand for seasonable goods, and a splendid inquiry for builders' hardware.

Prices keep pretty much about the same as they were last year. Building papers are up a little, and so are door bells, heavy straw sheathing is $2.50 a ton dearer; ready roofing is down 10c; refined coal tar is up 50c; Portland cement is about 55c lower; builders' hardware is practically unchanged, with the exception of spring hinges, which show a decided decline. Some sash weights have advanced, but sash cord is off 5c. Except for lower prices in tape lines, which are easier tool quotations are at the same figures as this time last year; and so are farm and garden goods, heavy goods, nails and sporting goods, though in the latter class prices are changing somewhat more or less all the time, and in nails some cutting has been done recently. Cutlery, silverware, housefurnishings, tinware, woodenware and miscellaneous goods, subject pretty much to seasonable demands, are at present about the same quotations as this time last year.

In iron, steel and the other metals, and in the product of these, prices have depended on the metal markets, and nearly all lines show easier figures. The cut in prices and the reduction in the tariff in the U. S. have not yet affected prices here, nor are they expected to cut a serious figure. Prices across the border are believed to be at the bottom of the ladder, and while lower prices were expected to be had on wire and screens, jobbers say as yet there is no indication that such will take place.

WINNIPEG HARDWARE MARKETS.

Winnipeg, March 19.—There has been no change of importance in local market values. Wholesalers are receiving a few large orders, and the trade generally is very hopeful. The demand for builders' supplies is very great all through the West. Some retail stores are being opened in new towns, and local houses are contributing to their stock.

IMPORTATION PRIVILEGES WITHDRAWN.

The importation of Swiss army rifles into Canada for sporting purposes was referred to in Parliament on March 11. Mr. Worthington, M.P., asked if the Government was aware of the uses the imported rifles were put to, the rifles being "small bore, long range rifles selling at about $3 and a danger to life and limb?"

Hon. Wm. Paterson, Minister of Customs, replied that rifles had been imported without restriction for several years but 'the department had not granted permission for the importation of these rifles since January last.

Paint and Oil Markets

MONTREAL.

Looking backward it cannot be said that the spring bookings generally have been altogether satisfactory in varnish, paints and colors, the season so far showing an absence of the snap usual in paint and decorative material at this time of the year. Dealers have been buying very cautiously, and although the orders have been well assorted they have lacked bulk. There is one great encouragement, however, in the fact that although the trade has not been equal to 1907, the orders and the outlook are certainly much better than in the spring of last year. Furthermore, trade in the Northwest is particularly bright. Bookings from the Maritime Provinces may be considered fairly good, but Quebec and Ontario are not so strong as they should be.

The agricultural implement and carriage trades throughout the whole of Canada are showing increasing activity, and are placing good orders. On the other hand, the structural and allied metal trades, which are large consumers of paint of every description, are buying with some caution. The outlook for ready mixed paints promises to be excellent as dealers are preparing to push these lines more thoroughly than ever, and the manufacturer and jobber are ready to back them up.

Of the various lines, turpentine has been keeping very steady with a fair inquiry, and the prospects look very good. The price basis established some time back in linseed oil by the Canadian crushers has undoubtedly done much to steady the market. Orders, while being of a cautious nature, have shown improvement lately, and good trade should open out when the painting season is at hand. All the lead products have been inactive, but with warmer weather it is thought that these articles, together with colors and varnishes, will experience a good spurt in April and May. Bookings in paris green have not had the snap of former years, and the outlook seems more or less speculative. It is thought that the usual quantity, however, will be placed before the warm weather ensues. Broadly speaking, the paint, color and varnish trade, while not generally very busy at the present time, is full of confidence as to the future. An improvement is noted every day, although it may be gradual, and the whole movement should culminate into strong trade during the painting season.

TORONTO.

March 19.—The return to better times is evident among paint lines as well as in other general lines of business. The spring of last year was a very fair season for the selling of paints, and stood out well when compared with the volume of trade done by the selling world generally. Though the figures of 1908 did not reach those of 1907—as was but natural to suppose—yet when placed alongside the building figures for the two years, paints went fifty per cent. better than any other one line usually reckoned when building permits are taken into account. The explanation is simple. While the depression cut down new building, many of the persons who had contemplated erecting new structures and were forced to retrench were all but compelled to buy paints with which to brighten up the old warehouses and homes.

During the summer trade dropped off quite appreciably, and with it prices fell down. The fall brought very little better business and not much change in prices. Glass and putty moved fairly well, but nothing in proportion to what was done the previous year. White lead was interesting several times during the fall while cutting was going on, but prices again righted themselves.

Probably the most interesting of all paint lines last fall was linseed oil. Late in the summer rumors got abroad that jobbers were cutting prices. The rumors spread and were laid at the doors of manufacturers, and soon cutting was on in earnest. The price was lower than English oil could be brought into the country, and not a few hardwaremen placed their orders while the price was advantageous for them so to do. Early in the present year, however, manufacturers got together, settled their differences and put a firmer tone to the market. Oil prices advanced, and in sympathy with them turpentine, too, increased in price. But there were other factors as well. One was that linseed was scarce, and the United States drawing on Canada for crusher supplies made the home manufacturers cautious. Low grade turpentine was put on the market, but not coming up to standard it soon lost favor with the paint trade. An increased demand for Southern turpentine and reported lowering supplies soon had the effect of boosting prices. The supplies, however, were better than reported and so the price decli@ned though not to the figure prevalent earlier in the season.

Paris green is another line which figured in the cutting process. Large quantities were sold for future delivery before cutting became general, however, and so the market was not disturbed so much as in other lines. Stains and varnishes have been rather slow sellers for almost a year now; but petroleum, as was to be expected, was active.

January opened up with inquiries pretty plentiful, but the month had almost gone by before booking was at all generous. February was a fair month, and since the opening of March a decidedly advanced step has been taken, and the indications are that steady and fairly rapid improvement is opening up the way. In fact, as one jobber expressed it, "if we had but ten days of continued sunshine the paint trade would be back almost to the position it occupied in 1907."

A comparison of prices to-day with those prevailing a year ago may be interesting.

	1908	1907
Turpentine	.58	.73
Linseed Oil (raw)	.59	.60
(boiled 3c more		
White lead (No. 1)	5.65	6.00
Red lead (genuine)	4.80	5.75
(100-lb. Reg)		
Paris green (bbls.)	.20½	.21½
Putty (bulk bbls.)	1.60	1.60

UNITED STATES METAL MARKETS

New York, March 18.—The Iron Age says: The reduction in the price of tin plate to $3.40 per box, Pittsburg, came rather earlier than expected. It is understood that it was the result of the fact that canners were declining to take the goods contracted for unless a reduction were made. In the wire trade new business is light, as is only natural since it is the general impression in the trade that a considerable reduction in the price will be made later on.

The pig iron markets generally are weaker, and it looks as though a reduction in the active capacity will soon become a necessity. There has been a fair amount of business in foundry irons in New England, where northern New York, Virginia and Alabama furnaces are competing closely, until $16.50 delivered, for No. 2 foundry has been done in at least one conspicuous instance. In some sections of the country stocks are accumulating and eastern steel makers notably are holding up shipments, because their plants are running very slowly.

The copper trade has had another spasm this week, from which it has recovered slightly during the last day. It si authoritatively stated that 12⅛ was done for electrolitic. It looks like a flght to the finish between the large producing interests, none of whom seem to be disposed to curtail output. The sooner the weaker mines submit to the inevitable closing down the better for all. From the consumers' point of view the metal will need close watching, although 11½c does not seem further off now than 12c did six weeks ago.

CURRENT MARKET QUOTATIONS.

March 20, 1909

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson s ... ...per lb...	0 09
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates. 3-16 inch.........	2 50	2 50
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 60
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 26
" seamless base	0 26

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb
Casting ingot.......... ... .. 14 00	14 00
Cut lengths, round, bars, ½ to 2 in...	23 00
Plain sheets, 14 oz......	21 00
Plain, 16 oz,, 14x48 and 14x60	21 00
Tinned copper sheet, base	24 00
Planished base...............	30 00
Braziers' (in sheets). 4x8 base...	0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 50
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60
Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60..................	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ..	3 70	3 50	3 65	...
22-24 ..	3 95	3 75	3 75	3 95
26........	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. .... " 28 "	4 45

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2 ..	....	18 50
Middlesboro, No. 3 pig iron..	19 50	21 00
Summerlee, No. 2 " ..	20 50	21 50
Carron No. 1	22 50	....
Carron ,special......	20 75	....
Carron, soft.................	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor, charcoal iron........	32 00	32 50
Ferro Nickel pig iron (Soo)....	....	25 00
Angles................	2 60	2 50
Common bar, per 100 lb......	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 25
Mild steel............	1 90	....
Sleigh shoe steel............	1 90	2 05
Iron finish machinery steel (domestic)...............	2 00	2 05
Iron finish steel (foreign).. .	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 05
Sheet cast steel......	0 15	0 15
Toe calk steel................	2 40	2 75
Mining cast steel....	0 07½	0 08
High speed	0 60	0 60
Capital tool steel............	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel....	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel..............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $31 50 31 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C,14 x 20 base	....	$6 00
IX, 14x20 "	....	6 50
IXX, 14x20 base	....	7 50

Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.		
I C, 14 x 20 base..........	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 6 75
" 14x65. " }

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 65	3 75
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks...................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 12¾
Light copper bottoms	0 10	0 11
Heavy red brass....	0 10	0 11½
" yellow brass	0 08½	0 09
Light brass................	0 06¼	0 06¾
Tea lead	0 02½	0 02½
Heavy lead...............	0 02½	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap,No.1	13 50	14 00
Stove plate................	11 00	12 00
Malleable and steel	9 00	8 00
Old rubbers....	0 07½	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 70 p.c.
Standard Compression work, 65 and 5 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " " ...... "	1 65
No 7 Fuller " " .... "	2 00
No. 4½, " .... "	2 00
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each................	2 20

Square head brass cocks, 55 ; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—60 per cent.
Hot Water Radiators—60 p.c.
Steam Radiators—60 per cent.
Wall Radiators—60 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4¾c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch........	2 03	¼ inch........	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 56	¾ "	4 71
1 "	5 11	1 "	6 76
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 9
4 "	33 48	4 "	44 28

Malleable Fittings — Canadian discount 40 per cent.; American discount 25 per cent.
Cast Iron Fittings 70; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb...... 4 50 4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping........................	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked.......................	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead............	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons...........	0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels............................	0 20½
25-lb. drums...........	0 21½

PIGMENTS.

Orange mineral, casks........	0 09
" " 100-lb. kegs	0 09½

PREPARED PAINTS.

Barn (in bbls.) 1 gal. tins..	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins....		1 60
Canada Paint Co.'s pure, qt tins....		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C..		1 35
Brandram-Henderson s "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure, ...		1 60
Senour's Floor Paints.........		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel......		1 75
Island City pure paints............		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints......		1 25

PUTTY.

	Pure.		Ordinary.	
Bulk in casks	1 80	1 90	1 60	1 70
" 100-lb. drums	2 15	2 25	1 90	2 00
Bladders in bbls ..	2 10	2 20	1 85	1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal		0 13½
Water white "		0 15½
Pratt's astral "		0 17½
Castor oil, per lb................	0 08	0 08¾
Motor Gasoline single bbls..... . ..		0 17
Benzine, per gal single bbls		0 15½
Turpentine, single barrels	0 58	0 58
Linseed Oil, " raw..	0 59	0 59
" " boiled	0 62	0 62

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White..	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine	....	5 90
Brandram's B. B. Genuine...	6 75	6 90
" Anchor," pure	5 65	5 80
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure...	5 75	5 65
Island City pure lead....	5 75	5 50
Sanderson Pearcy's	....	5 90
Robertson's C.P., lead........	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26....	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels......	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M...	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels...............	2 00
Pure Orange, "	1 95
No.1 Orange, "	1 50

VARNISHES.

	Per gal. cans
Carriage, No. 1..............	1 50
Pale durable body............	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing....	2 00
Furniture, extra	1 15
" No. 1........	0 [illegible]
union........	0 85
Light oil finish................	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan...........	1 35
No. 1 black japan............	0 90
Benzine black japan	0 70
Crystal Damar............	2 50
No. 1 "	2 25
Pure asphaltum.............	1 40
Oilcloth....................	1 50
Lightning dryer	0 75
Elastilite varnish....	2 00
Granitine floor varnish....	2 50
Maple Leaf coach enamels	1 20

Sherwin-Williams' kopal varnish .. 2 50
Canada Paint Co's sun varnish 2 00
" Kyanize " Interior Finish.... .... 2 40
" Flint-Lac," coach.............. .... 1 80
B.H. Co's " Gold Medal," in cases 2 50
Jamieson's Copaline.......... .... 2 50
Flattine floor finish 3 00
Elastica exterior finish 4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2.30.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Canadian door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll........ 0 70
O. K. paper, No. 1, per roll.... ...... 0 75
O. K. paper, No. 2, " 0 70
Plain Fibre, No. 1, per 400 ft. roll ... 0 45
Tarred Fibre, No. 1, per 400 ft. roll .. 0 55
Plain Surprise, per roll.............. 0 35
Resin sized Fibre per roll........... 0 40
Asbestos building paper, per 100 lbs.. 4 00
Heavy straw, plain & tarred, per ton 37 50
Same in Maritime Provinces " 42 50
Carpet Felt, per 50 lbs. 1 40
Tarred wool roofing felt, per 100 lb.. 1 80
Pitch, Boston or Sydney, per 100 lbs 0 70
Pitch, Scotch, per 100 lbs............ 0 65
Heavy Fibre, 32' & 60', per 100 lbs.... 3 00
2 Ply Ready Roofing, per square...... 0 80
3 " " " " 1 05
2 Ply complete, per roll...... .... 1 25
3 " " 1 45
Liquid Roofing Cement, brls., per gal 0 15
" tins " 0 20
Crude Coal Tar, per barrel.... ...... 3 50
Refined Coal Tar, tins, per doz....... 1 00
Refined Coal Tar, per barrel.......... 4 50
Shingle varnish, per barrel.... ...... 4 50
Caps and Nails, per lb....... ...... 0 07
Mop cotton, per lb.... .... 0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, per barrel.. 1 70 1 75
Belgium...... .. .. 1 60 1 90
White Bros. English 2 00 2 05
" Lafarge " cement in wood 3 40
" Iron Clad " cotton 2 10
Iron Clad " paper...... .... 2 15
wood.................... 2 25
Fire brick, Scotch, per 1,000 .... 27 00 30 00
" English.............. 17 00 21 00
" American, low 23 00 25 00
" " high...... 27 50 35 00
Fire clay (Scotch), net ton 4 95
Paving Blocks per 1,000.
Blue metallic, 9"x4½"x3", ex wharf .. 35 00
Stable pavers, 12"x6"x2", ex wharf .. 50 00
Stable pavers, 9"x4½"x3", ex wharf .. 36 00

DOOR SETS.

Canadian, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod......... per doz. 1 75
Coil, 9 to 11 in........ " 0 95 1 65
English.... .... " 2 00 4 00
Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.
Heavy T and strap, 4-in 100 lb. net.. 7 25
" " 5-in. " 7 00
" " 6-in., " 6 75
" " 8-in., ... 6 50
" " 10-in. and larger .. 6 25
Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in.... per 100 lb. 4 75
over 12 in........ " 3 75
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets. No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage............ per doz. 0 50 1 10
Clothes line, No. 61 " 0 00 0 70
Harness, crescent, 10 inch, doz 2 25
" No 141, 10x12, doz 1 00
Hat & coat, crescent, plated, dz. 0 75
Chandelier ....per doz. 0 50 1 00
Wrought hooks and staples—
¼ x 5............ per gross 2 65
5-16 x 5 .... " 3 30
Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Crescent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz 1 50 2 50
Bronze, Berlin....... per doz. 2 75 3 25
Bronze, Genuine .... " 6 00 9 00
Shutter, porcelain, F. & L. screw .... per gross 1 30 2 00
White door knobs....per doz. 2 00
Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Canadian, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional..........per 100 lb. 2 20 2 40
Solid .... " 1 50 1 75

SASH CORD.

Per lb........................ 0 25 0 26

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Blind and bed, per lb......... 0 07½ 0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz. 6 00 9 00
Double bit, " 10 00 11 00
Bench Axes, 40 per cent.
Broad Axes, 25 per cent.
Hunters' Axes............... 5 50 6 00
Boys' Axes 6 25 7 00
Splitting Axes 7 00 2 00
Handled Axes 7 00 9 00
Red Ridge, boys', handled.. .... 5 75
" hunters 5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.
Clark's gimlet, per doz 0 65
Diamond, Shell, per doz........ .... 1 00
Nail and Spike, per gross....... .... 2 25

BUTCHERS CLEAVERS

German...........per doz. 7 00 9 00
American......... " 12 00 18 00

CHALK.

Carpenters' Colored, per gross 0 45 0 75
White lump..........per cwt. 0 60 0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3................per pair 0 13
S. & D., " 5 .... " 0 11½
S. & D., " 6 .... " 0 18
Boynton pattern............. " 0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 ....each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.
Magnetic tack........per doz. 1 10 1 20
Canadian sledge .... per lb. 0 07 0 08½
Canadian ball pean, per lb. .. 0 22 0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz.......... 4 40
" " 2, " 4 80
Barrel Underhill...................... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'............per doz. 1 25 1 50
Carpenters', hickory, " 1 25 3 75
Lignum Vitae........ " 3 85 5 00
Caulking, each 0 60 2 00

MATTOCKS.

Canadian............ per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen...... .... 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.......... 1 15
Ivory, No. 1282, 2 foot, each.... ...... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.
Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in, $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14 75 and 2½, doz.......... $23 00
Iron, No 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English, ass skin, No. 1921, 66 ft., doz. 2 85
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No 404, 66 ft, each.... 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's linen, No 1822, 66 ft. ea. 1 10
" steel, No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅔ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.......................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail...............	....	4 25
Crown	......	4 85
Crescent.........	....	6 50
Sovereign..................	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25
" " 1¼ x 3-16 in (100 ft) ....

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00

Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................ " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b. Guelph.
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews'.............. 4 50 11 00

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10¾
Hay Budden, 80-lb. and over 0 09¾
Brook's, 80-lb. and over 0 11¾
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's...................... .... 0 13½
Berg's, per lb....... .... 0 12½
Brook's...................... .... 0 12¾
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common new $1 list Per cent.
" " ⅜ and smaller.. 70
" " 7-16 and up 60
" " Norway Iron ($3 list) 60
Machine Bolts, ⅜ and less .... 60, 10 and 10
Machine Bolts, 7-16 and up.... 60
Plough Bolts .... 55, 5 and 10
Blank Bolts....... 60
Bolt Ends.................... 60
Sleigh Shoe Bolts, ⅜ and less .. 60 and 10
" " " 7-16 and larger 55 and 5
Coach Screws, new list 75
Nuts, square, all sizes, 4¼c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.
Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.
Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d...........................	3 80	3 25
3d...........................	2 85	2 95
4 and 5d.....................	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d...................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.

Drive Screws, dis. 65 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 7t, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
6 and 6 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 h p.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. spring. 40c upwards.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 80 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

Toasters, 50 p.c

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.			
Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste...... .... 6 00

PICTURE NAILS.

Porcelain head ......per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $2.50; 3 in., $3.35; 4 in., $4.45; 5 in., $6 00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary...........per 100 ft. 3 00
Furnace fittings, 50 p.c.

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk cans, 40 p.c.
Creamery Cans, 45 per cent
Creamery can trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz.. $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 per cent.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel hooks 8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS

Lithographed, 60 and 10

STOVES

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch........ " " 7 50
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz. 1 32
7-inch.......................... " 1 47
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount. 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.50 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. ..... 2 50 Galvanized.... 2 75

HAY WIRE IN COILS.

No. 9, $2.30 base f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal—100 lb., Nos 4 and 5, $ .85; 6, 7, 8, $2.80; 9, $2 35; 10, $2 85; 11, $2.90; 12, $2.50; 13 $2.60; 14, $3.20. In car lots. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2 50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb.............. 2 65 2 70
Galvanized, plain twist 2 95 3 00
Galvanized barb, f.o b. Cleveland, $2.25 for small lots and $2.35 for carlots.
Dominion steel fencing, 33⅓ p.c.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized 2 75
Plain 2 50
Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case.... .... 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs,	"	14 00
1 "	"	12 00
2	"	10 00
3 "	"	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star mops		1 20
Crescent mops		1 50
Folding ironing boards	16 25	18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style...........per doz. 8 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse and Snowflake	54 00
Dowswell	39 00
New Century and Bluebelle	75 00
Dairy	54 00
Stephenson	74 00
Spotless	69 00
Puritan Motor	156 00
Connor, improved	39 00
Ottawa	42 00
Connor Ball Bearing	87 00
Connor Gearless Motor Washer	144 00

WOODEN PAILS.

Cane's wire hoop 2-hoop 1 90
" " 3-hoop 2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., doz.	33 75	35 00
Royal American, 11 in.	33 75	35 00
Eze. 10 in., per doz		36 75
Challenge 3 year, 11 in		36 50
Ottawa, 3 year, 11 in		41 50
Favorite 5 year, 11 in		42 50

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M 2 25
Small heel .... " 4 50

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse ....per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 09
Pure Manilla		0 11
"British" Manilla		0 09½
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 08½
" double		0 09
Sisal bed cord, 48 feet........per doz.		0 65
" " 60 feet........ "		0 80
" " 72 feet........ "		0 95

Twine.

Bag, Russian twine, per lb.	....	27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08¼
500 " standard	0 08¼
550 " " manilla	0 09¾
600 " " "	0 11¼
650 " " "	0 13

Car lots, ¼c. less; 5-ton lots, ⅛c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 00
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "		....	24 00
" 200 lb. and over		....	90 80

"HIGH GRADE"

Plumbing Goods

and

Sanitary Specialties

"ASTORIA" Low Tank Outfit
has large square back bowl containing large water seal. Extra large tank and saddle seat. Cabinet work highly piano polished.

THE CLOSET FOR YOUR BEST WORK

"QUALITY" CLOSET Combinations
"ELGIN" Washdown
"SIMPLEX" Syphon-Jet
"ASTORIA" Square Back Syphon-Jet —extra high grade

All our low-down outfits are furnished with our Patent Combined Ball Cock with shut-off cock—The simplest and most efficient on the market and full weight 10 oz. copper lining.

Use "QUALITY" Tanks and avoid complaints from your clients.

Use
Thomson Patent Smoke Machines
for testing plumbing
Write for booklet

J.M.T. Pat. Cushion-disc Bibbs, made for durability. Last for years without attention.

J.M.T. Valves. Noted for their excellence. Look for trade mark on the body of all valves offered you as J.M.T. Goods.

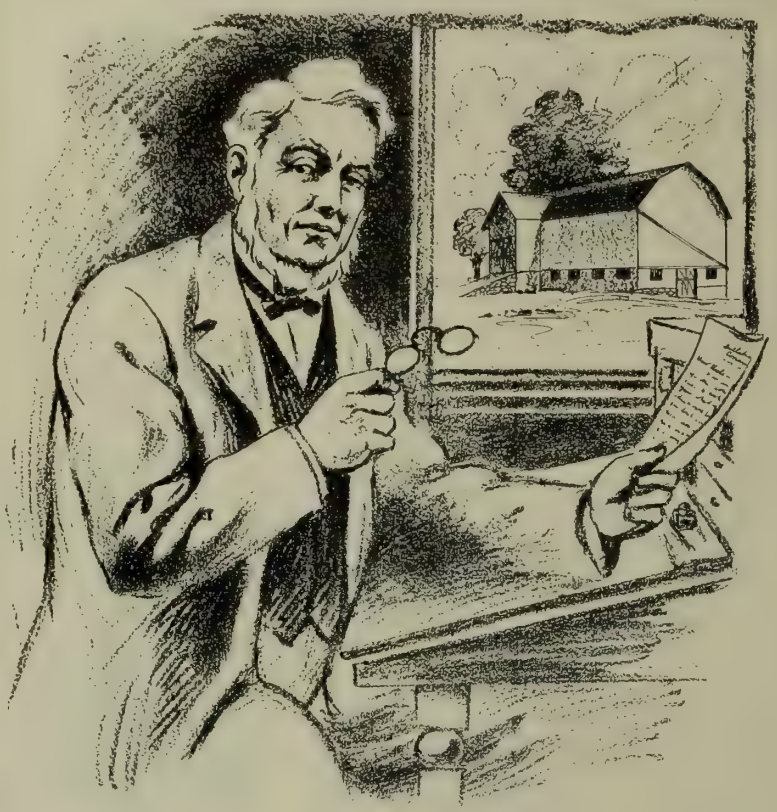
There will always be two grades of goods made. The kind sold at price consideration only and those sold on merit, of quality and utility.

The buyer of experience knows that reputation for reliable supplies is not made on "cheap" goods—quality and endurance must be the foundation.

In PLUMBING and ENGINEERING BRASS GOODS, J.M.T. lines are known for their excellence in quality, and they last. Prices reasonable.

The Jas. Morrison Brass Mfg. Co., Ltd.,
93-97 Adelaide St. W.
TORONTO

THE PHIL of Metal



The keen, kindly, shrewd represents hundreds of mended our metallic build twenty-five years. He will users of architectural sheet letters from wide-spread dis understand the merits of our them perfect in service for

We HAVE pro for twenty-five

Extract from the "Philosopher of Metal Town":--

"I always believe in dealing with the oldest and largest manufacturer in ANY line. You share in the merit of the goods which MADE them the largest."

Agents wanted in some sections. Write for details or write us for complete estimate on any metallic problem you may have on hand, mentioning this paper.

One Proof of Our Shingles

This Simcoe letter reports the Usual Success

The Metallic Roofiug Co. Limited,
Toronto

Simcoe, Ont., April 9th, 1908.

Dear Sirs:—"We have handled your "Eastlake" Shingles for nearly a quarter of a century. They have been on the Court House, Free Library and other public buildings in this town for 18 years. We have used very large quantities during the past 25 years, and they have always given first-class satisfaction, and have never required any repairs."

(Signed)
MADDEN BROS.,
Tinsmiths and Hardware Merchants.

We Manufacture

"Eastlake" and "Empire" Metallic Shingles, Rockfaced Brick and Stone Sidings, Sheet Steel Pressed Brick, Metallic Cornices and Sky Lights, Ventilators and Finials, Pressed Zinc Ornaments : : : :

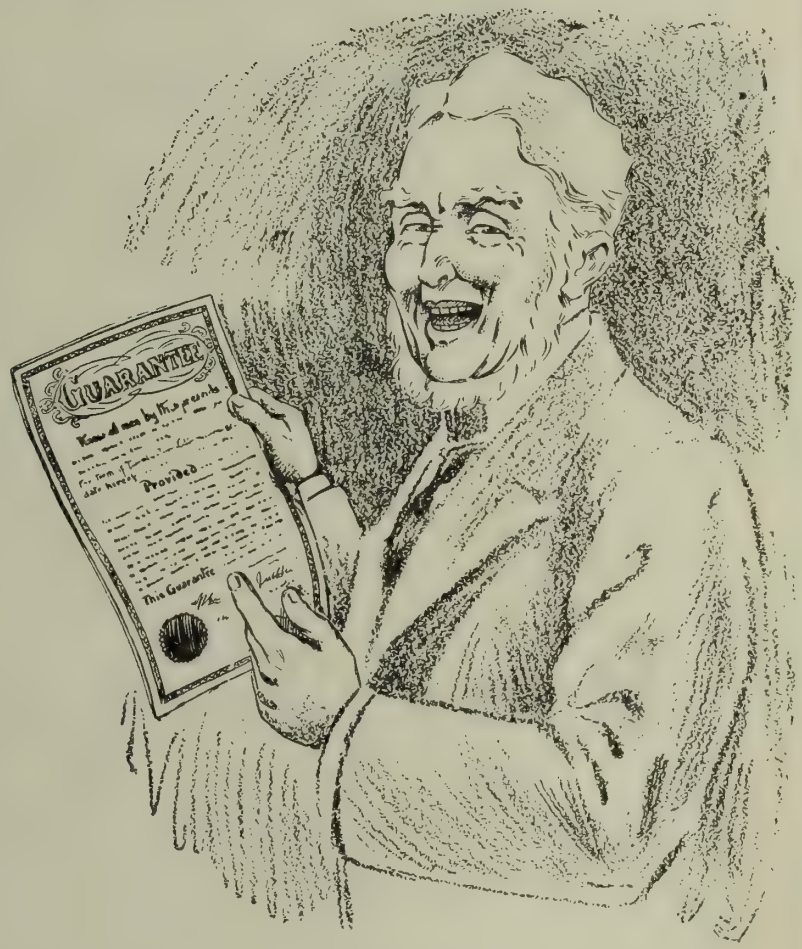
THE METALLIC
TORONTO

OSOPHER

Town

"Philosopher of Metal Town" customers who have recoming materials for the past soon become familiar to all metal goods as a publisher of tricts, written by those who goods, and who have found a quarter century past : :

tected the trade years : : : :



The much discussed question of who was the original manufacturer of sheet metal shingles in Canada is easily proven by referring to the records of the Canadian Patent Office : : : : : :

Extract from the "Philosopher of Metal Town":

"I am more impressed with the goods which have been TESTED for the PAST twenty-five years than with those which may be GUARANTEED for the NEXT twenty-five years."

We Manufacture

Fire Proof Glass Windows and Doors, Hayes Patent Steel Lath, Corrugated Iron, galvanized or painted, straight or curved ; Eave-troughs and Conductor Pipes

ROOFING CO.

and WINNIPEG Limited

A letter from Lucknow

"Eastlake" Shingles Used in 1885

Lucknow, Ont., April 9th, 1908.

Dear Sirs:—"I take great pleasure in testifying to the good qualities of your "Eastlake" Shingles. We put your painted shingles on our Town Hall here in 1885, 23 years ago, and although they have only been painted twice since that time they are in good condition yet. I consider the lock on the "Eastlake" the very best, and believe that a roof covered with the galvanized "Eastlake" will last forever."

(Signed)
THOS. LAWRENCE,
Hardware Merchant.

Ginger Up Your Paint Department

Cut out the deadwood and stock up with lines which have "made good" and are still on the boom.

MURESCO is "Making Good" Every Day.

It has the approval of the best painters and decorators because they can get results from it that cannot be obtained from any "cold water kalsomine" or any other material. Many painters will use nothing but Muresco for water color wall finishing. They know by experience that it will not rub off, crack or peel; that one coat of it will give better results than several coats of cold water kalsomine. Muresco is a hot water finish and we herald the fact. Experience shows that kalsomine particles will only dissolve ***right*** in boiling water. You can corner the painters' trade by handling Muresco.

Moore's Pure Linseed Oil H. C. Paint

is made to satisfy customers. Though its price is moderate, its quality is second to none. It is better in quality than many paints of a higher price. You can prove it. Paint a clean board with one coat of any other paint, then compare results. The board painted with Moore's will be better covered and truer in color than the others. That's because Moore's Paint is made of pure colors, thoroughly ground and re-ground in Pure Linseed Oil. Moore's Paint is always a seller, never a "sticker." It's quality is good enough to get talked about and recommended by one user to another.

Make a start in the gingering up process by writing us for color cards and prices.

Benjamin Moore & Company, Ltd.

Toronto - Canada

New York **Chicago** **Cleveland**

Distinct Trading Advantages

¶ Your orders for paints, oils, glass, etc., are not placed on sentiment. When we tell you of the length of time we have been in business and of our recognized reliability we are appealing to your business acumen — not to your sentiment.

¶ Our long experience gives us thorough market knowledge. We know the goods that move and what makes them move. We have seen new lines come and disappear in rapid succession. We know the lines that possess staying power. Experience has taught us what the trade wants and when they want it. We have learned where and how to buy to get the best that's going in price and quality.

¶ Our goods have been tried out by **TIME**—and have stood the test. These things create confidence in our reliability.

¶ Just try us with a sample order.

Sanderson, Pearcy & Co., Limited

THE OLD AND RELIABLE HOUSE

Wholesale Paints, Oils, Glass, etc., etc.

61-63-65 Adelaide Street West, TORONTO, ONTARIO

ALBERT STOLL
Factory Manager

JAS. A. STRAITH
President and General Manager

D. B. FISHER
Sec'y and Asst. Manager

WM. RICHARDS
Superintendent Dry Color Department.

The Men Behind

the plant of the
Standard Paint and Varnish Co.,
manufacturers of the
celebrated

WM. DIETZEL
Superintendent Varnish Department

NEW ERA HOUSE PAINT

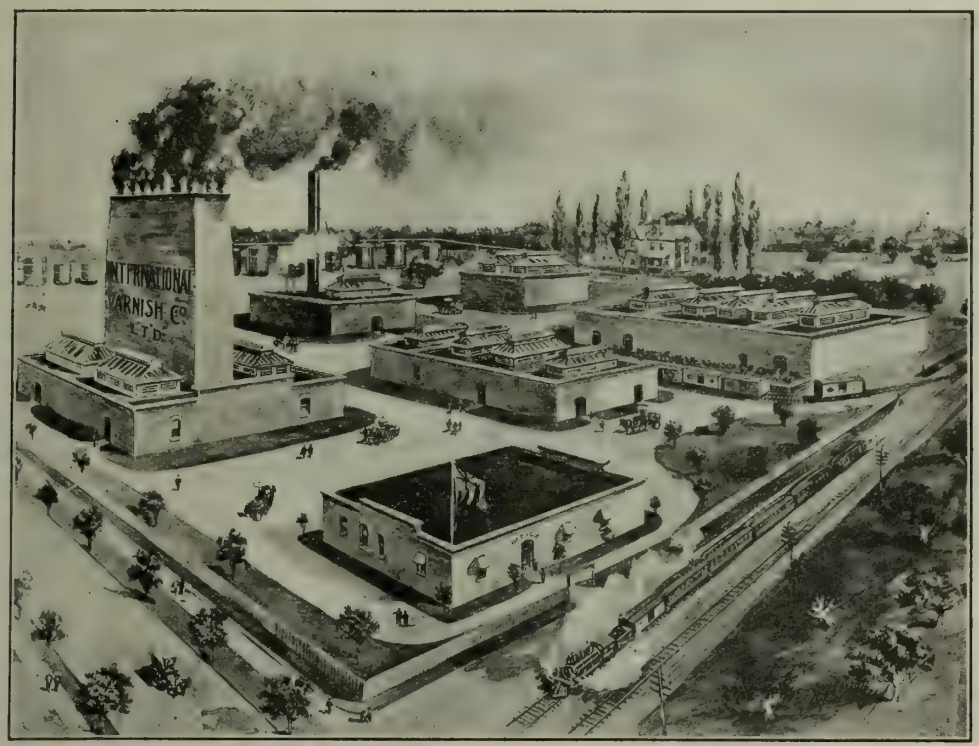
Also All Lines of Paste and Liquid Paints, Varnishes and Japans

Have you got a copy of our Priced Catalogue? Write us for a copy to-day. It shows our complete line of high-grade Paints, Colors, Varnishes and Sundries. At the same time ask for our liberal trade discounts.

Standard Paint and Varnish Co., Limited

Windsor - Ontario

Hammering Home Some Facts



Most progressive hardwaremen are more or less familiar with the reputation of our products for sterling merit and reliability. Are you? If you are not selling our lines you are neglecting an important source of profit and the opportunity to expand your business and strengthen your reputation.

Lacqueret

A translucent lacquer in various colors for home use. It gives new life and beauty to any kind of worn woodwork and attains great popularity with housekeepers wherever introduced.

Elastica Floor Finish

An exceptionally quick and hard-drying preservative that retains its lustre and preserves the wood under the severest wear and washing. Works easily, is extremely elastic and does not mar, scratch, white or spot.

Elastica No. 2

An interior finish of great durability especially adapted for such exposed woodwork as hallways, bathrooms, dining-rooms, kitchens, window-sills, bar fixtures, etc. Very elastic and will not scratch or mar white.

Flattine Cabinet Finish

Produces an even flat finish without rubbing. Dries bone hard over night, and is extremely tough and durable. Contains no wax. Two coats produce a rubbed finish effect on new work; one coat is sufficient on old work, or over a gloss varnish.

Sold in Sealed Cans Only.

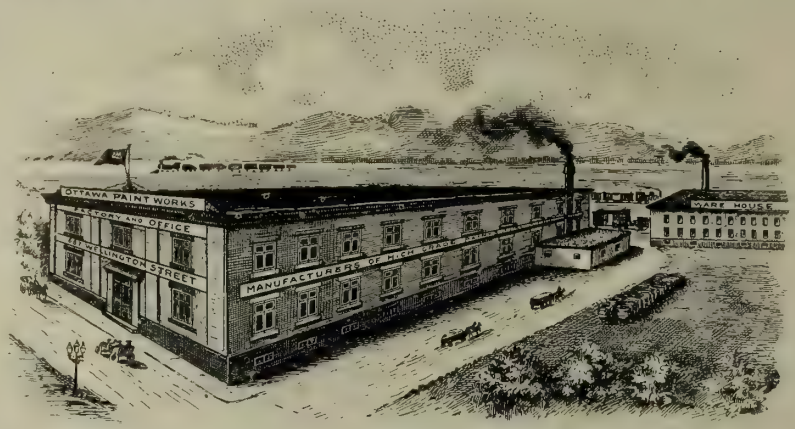
INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Branch of Standard Varnish Works of New York, Chicago, London, Eng., Berlin, Brussels.

OUR NEW MODERN FACTORY

MADE IN AS UP-TO-DATE AND COMPLETE A PAINT PLANT AS THERE IS IN CANADA.



MANUFACTURED UNDER THE PERSONAL SUPERVISION OF AN EXPERT PAINT MAKER.

Where Lion Brand High Grade Paints and O.P.W. Decorator's Pure White Lead are made.

This illustration will give you a good idea of our new up-to-date Factory, thoroughly modern in every respect.

We are in a position to supply Dealers in a satisfactory manner with Lion and Peerless Brand Ready Mixed House and Floor Paints, Pure English White Lead, Pure Canadian White Lead, Pure Colors in Oil, Colors in Japan, Oil Stains, Varnish Stains, Enamels, Zinc White, Orange Shellac, White Shellac, Putty, Glass, Linseed Oil, Varnish and Creolin Shingle Stains.

Our prices will interest you. Ask for Color Card and Catalogue.

THE OTTAWA PAINT WORKS

"MAKERS OF GOOD PAINTS." **687 Wellington St., OTTAWA, Canada**

Wilckes Martin Wilckes Co.

The Largest Manufacturers of

LAMP BLACK and finest quality

Get the

BEAR BRAND of GERMANTOWN

For sale by jobbers in paints.

E. FIELDING AGENT FOR ONTARIO

Wholesale quantities only.

The FLAX Plant has a single stem slender stalk and grows two feet high. The BLUE Flower looks attractive and in that flower is the SEED which makes LINSEED. It is after it reaches the MILL where the secret is after all.

We age the oil; we grade it; we do not allow one particle of oil to leave the mill unless it stands our rigid test for purity. Let us make your varnish and paint trade bigger and satisfactory. Write us before buying elsewhere.

Remember we guarantee our "Maple Leaf" Brand of Linseed Oil. Absolutely pure.

Canada Linseed Oil Co., Limited

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P. D. DODS & CO.

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Manufacturers of

ISLAND CITY BRANDS

Varnishes, Paints and Dry Colors

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Western Ontario - - -	J. H. Morin & Co., Toronto.
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Situate on Don Roadway, North Queen St. East, ten minutes by Street Car from Corner King and Yonge Streets.

The largest glass bending, bevelling, mirror and ornamental glass works in Canada.

Polished Plate Glass
Floor Cast Glass
Skylight Glass
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16-Ounce Glass
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Every kind of Mirror, Bent and other glass for public and domestic buildings.

CORRESPONDENCE SOLICITED.

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Plate Glass Importing Co., Ltd.

(HILL & RUTHERFORD, Managing Directors.)

TORONTO

SURE-ENOUGH quality inside the tins; sure-enough selling-help to move those tins off your shelves; there's the solid reasons for stocking up now with

Floorglaze

It's the floor enamel that dries hard over night; that covers perfectly; that will not flour nor check; that is proof against shoe-heels and scraping chairs; that, being waterproof, is good for places exposed to the weather (verandahs, summer-houses, etc.), and that your customers will frankly admit is ahead of anything of the kind they've used or heard about.

Get Floorglaze in your stock before the Spring-cleaning sets in—that's almost due now. You will find it a seller for sure, because there is the selling-aid behind it that moves good goods off the dealer's shelves. You will find us helping you right straight along—filling your orders double-quick, backing the goods up with publicity, and making it easy and profitable for you to hitch up with this live concern. Send for sample (free) of Floorglaze, and color card showing the ten attractive colors in which it comes. Get your Floorglaze orders in early—the profits will come right along.

While you are about it, tell us to send you also a free sample can of the one varnish that does equal best coach varnish and sells for a good deal less. It's called

Elastilite Varnish

It has a brushing quality that satisfies every painter who tries it—get the free sample can and test it yourself. Fine for any work, indoors or out; grains beautifully; made of specially selected gums; thoroughly ripened oils, and aged perfectly before it leaves the factory. Try Elastilite—it will certainly suit you. Write about it to place nearest you.

Imperial Varnish & Color Co., Limited

OF TORONTO

All our lines carried in full assortment by Imperial Varnish & Color Co., Ltd., 542 Beatty St., Vancouver; Imperial Varnish & Color Co., Ltd., 108 Princess St., Winnipeg, Man.

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CANADA PAINT
COMPANY, LIMITED.

VARNISHES
PAINTS
AND
COLORS

MONTREAL
TORONTO
WINNIPEG

"CARRON"
"AYRESOME"
"CLARENCE"
PIG IRON
Prompt Shipments.
Finest Quality,
A. C. LESLIE & CO., LIMITED
MONTREAL

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
FERRONA
PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

DON'T LOSE PROFITS
HANDLE
XCELLS AND MAKE MONEY

These new Canadian Dry Batteries have made a reputation for themselves. They are guaranteed to have NINE LIVES.

You'll find them a very profitable and readily saleable line.

We Recommend
XCELLS

Ask us for prices.

Prompt shipments from fresh stock.

LEWIS BROS., Limited
Montreal
Ottawa, Toronto, Calgary, Vancouver

Old Home Week.

Messrs. Barry & Butler,

Allentown, P. Q.

Gentlemen:-

Your letter containing the information that Allentown is to have an Old Home Week and parade is of especial interest to me, as we have just the material to help you make one of the best exhibits in the celebration.

I am having our Advertising Department design a special float for you, and they will send you blue prints together with full instructions for its erection. We will also send you a liberal supply of our ''Little Paint Man'' transfers for general distribution. We will also select some Brighten Up Triangles, some ''Little Paint Man'' Window Cards and other features which we think will aid you in this celebration.

I want you to feel that we are back of you in pushing S-W. Products, and will be only too glad to give you any further assistance possible. With best wishes for the success of your celebration, I remain

Yours very truly,

C. C. BALLANTYNE.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: Toronto, Ont., and Winnipeg, Man.
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The FOUNTAIN Sprinkler

NOT merely a round box with holes punched in it to let the water out —BUT a perfect Lawn Sprinkler.

NOT merely a group of straight round streams working with mathematical precision—BUT a natural shower of spray.

The Sprinkler with the "MIST LIKE SPRAY."

No other Lawn Sprinkler can produce the beautiful—The perfect results like the "FOUNTAIN."

The name "FOUNTAIN" is plainly marked in raised letters on the bottom of every Genuine, Original FOUNTAIN Sprinkler.

When you think of Lawn Sprinklers — Think FOUNTAIN
When you buy Lawn Sprinklers — Buy FOUNTAIN
And insist on getting the FOUNTAIN
Stick to the Sprinkler you KNOW is right.

Do you want a sample for comparative test.
Post paid to any dealer at the wholesale price.

THE STANDARD STAMPING CO.
Marysville, Ohio, U.S.A.

Confidence is the basis of all successful business to-day.

We have won the confidence of the trade because all our ***roofing*** is backed by ***character.***

Our Ready Roofing sells easily because it is backed by ***quality***.

Remember the ***Shield Brand*** 2 and 3 ply. In our ***quality*** we guarantee ***Pure Wool Felt*** combined with the finest of materials; made under our own inspection; saturated with a special ***process*** tar; specially selected for the purpose.

Our Roofing is Unique

It is Absolutely Water-proof

Elastic and Pliable

Strong and Tough

Easily Applied

For Steep or Flat Roof

Does not Taint Water

Every Roll Bears our Trade Mark

See It and Take No Other

Our Roofing Will Double Your Sales

Dominion Brand Tarred Felt

is the acme of roofing for permanency. ***Do not be talked into*** buying any prepared roofing. In this climate felt and gravel roofing is the only durable kind. ***Dominion Brand has stood severe tests and has won satisfaction. We can show you roofs laid 30 years ago with this brand and they are to-day as good as ever.***

Then for wind breaks, just the things for making houses in the bare western country cosy and warm, we sell ***Shield Brand tarred and dry sheathing, Good Luck tarred and dry fibre cement, coal tar and pitch.***

Now is the Time

to get after the roofing business when spring is ***opening*** up and building activity is at its height. ***When you think of roofing***

Think of Us

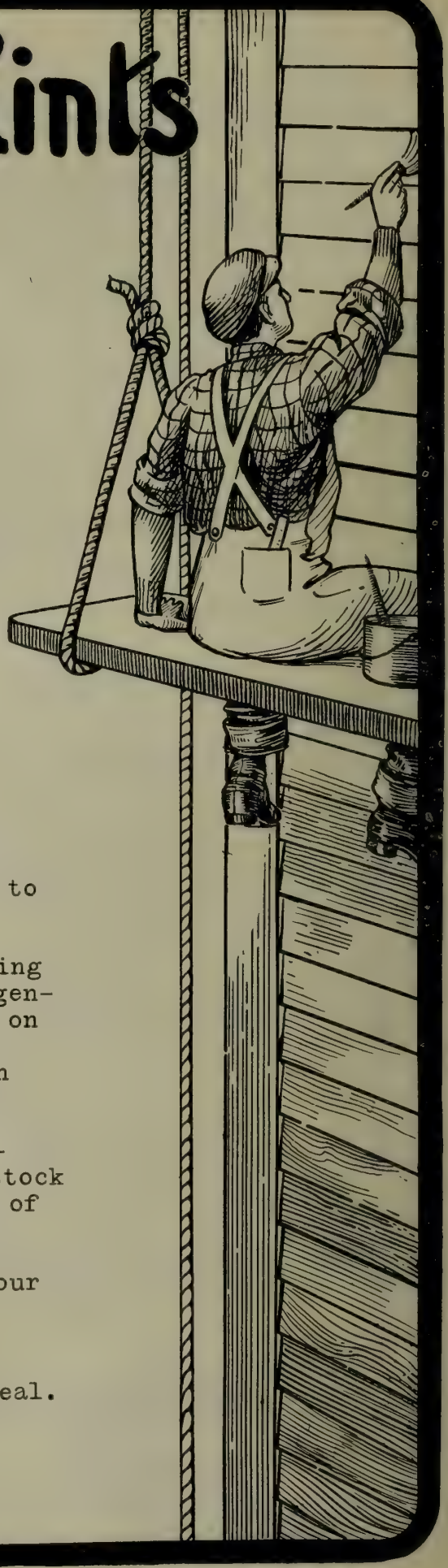
All our lines are backed by our guarantee and that is the strength of years and years of confidence.

WRITE FOR PRICES

Lockerby & McComb

Manufacturers ***Montreal***

Ramsay's Paints



DEALERS AND FRIENDS.

Once again it is our greeting--a greeting for Spring, when the sun comes out reminding us forcibly of paint and business.

Paint and business--that is it. From January to this date we have called you to prepare for its coming.

Through these columns we have been continually proving to you the overstopping qualities of Ramsay's Paints, known all over Canada, and the far reaching benefits of a Ramsay Paint agency.

Many have heard and are now ready to reap results.

Our newspaper campaign, bill-posting campaign, letter campaign, card and general advertising system will soon be on in full strength to draw for you the business which you will always retain with the quality of Ramsay's Paints.

Be sure you write us--agents all--stating fully your requirements for stock and helps for the big Spring opening of the Ramsay Paint trade.

You can have our help as well as our quality. Get ready!

A. RAMSAY & SON COMPANY,
Est'd 1842. Montreal.

THE MARTIN-SENOUR
EXTERIOR
PAINT
INTERIOR
100% PURE
510
THE MARTIN-SENOUR CO. LTD
MONTREAL CHICAGO.
100% PURE
The Finishing Touch

THE MARTIN SENOUR CO'S. POPULAR SPECIALTIES

PIONEERS PURE PAINTS.

A Paint for Every Purpose

MR. DEALER

The advantages of handling a line of goods that *is complete* and of good quality are *all* in your favor.

When you can turn to your shelves and supply any need in the paint line that your customer demands, whether for painting the house on the outside, to enameling the bath tub on the inside—you not only ensure getting *all* his paint patronage, but incidentally win his trade on the other lines you carry.

People *"come back"* to the store where they can get what they want. Thus you *"hold"* their trade not only on paint, but on other lines, too.

With a complete line of paint like

MARTIN-SENOUR PAINT VARNISHES ENAMELS STAINS, ETC.

you avoid the risk of losing *immediate* sales and also of losing your customer's entire trade. You avoid carrying a miscellaneous stock which means many *"left overs."*

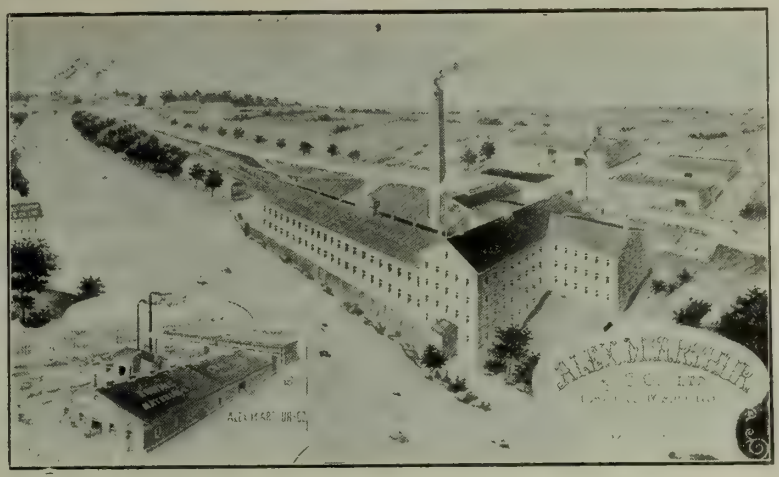
You avoid tying up more capital in stock than is necessary.

Every good painter who has used these goods will tell you they are unequalled. They are trade-builders, because they give the buyer perfect satisfaction. If you are looking for a line of paints that will give you both pleasure and profit, *your wants* will be completely supplied in Martin-Senour Paints.

THE MARTIN-SENOUR CO., Limited

Pioneers Pure Paint

MONTREAL CHICAGO



Where Black Diamond Roofing is Made

THIRTY YEARS OF CONTINUOUS SUCCESS in the BUILDING PAPER AND ROOFING SUPPLY TRADE gives us the confidence of a STRONG POSITION.

Quality always, Right Prices and Unfailing Courtesy to all customers are the elements of our strength. Our long list of satisfied customers is our best testimony. Let us quote you now for:

TARRED FELT

We also make

Grey and Straw Sheathing

Tarred and Dry Building Papers
"Cyclone" "Crown"

Pitch and Roofing Cement

Distillers of Coal Tar Carpet Felt

BLACK DIAMOND
ALEX·McARTHUR & CO·
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

Wall, News, Book and Coloured Papers

Manilla, Brown, Fibre and Grey Wrappings, Etc.

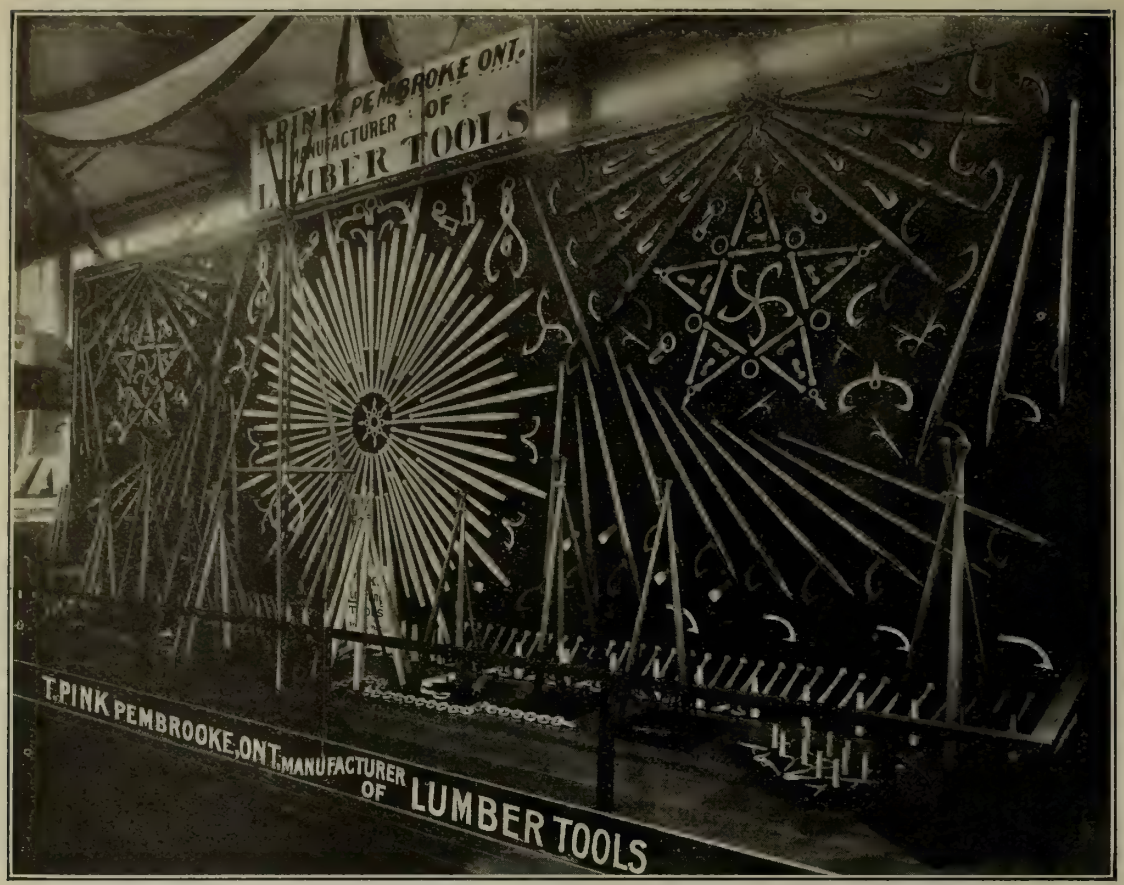
A Brand You Can Always Recommend
Our Reputation is Behind It

Our Tarred Felt Gravel Roofing is unrivalled. We can show you any number of roofs that have lasted over a quarter of a century. It is absolutely Fire Proof and the price is LOW.

Write us about Ready Roofing. There's money in it for you. Let us tell you just how to fix up your buildings with our Special Paper and Tarred Felt. It will give great comfort and save your fuel.

Then if you want some Special Line we will make it. It is always a pleasure to give information.

Alex. McArthur & Co., Ltd., 82 McGill St., MONTREAL.



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Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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M. & L. Samuel, Benjamin & Co.

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Read a Few of the Comments of the Leading London Dailies on the Supremacy of the Ross Rifle at the 1908 Bisley Meet.

"Long range Champion, breaks all records, a rifle of wondrous precision." *London Morning Post, July 16th.*

"Records broken at Bisley. A fine Canadian rifle." *London Daily Express, July 16th.*

"Record scoring with the Ross rifle." *London Daily Telegraph, July 15th.*

"Champion of the year." *New York Herald, July 16th.*

"Performance phenomenal by the Ross rifle." *London Field, July 18th.*

"The new Canadian rifle has made an unexpected and altogether successful appearance." *London Daily Mail, July 15th.*

"Great triumph for the Ross rifle which has beaten all the world's rifles." *London Standard, July 15th.*

"Many experts declare that Ross rifle better than new U.S. Rifle." *Nottingham Guardian, July 17th.*

"An individual triumph, the Lee-Enfield hopelessly beaten." *London Morning Post, July 15th.*

"The Ross rifle achievements were truly remarkable." *London Evening Standard, July 15th.*

"Great victory for the Ross rifle from Canada." *London Daily Express, July 15th.*

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THE ROSS RIFLE CO., - QUEBEC

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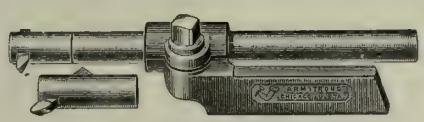
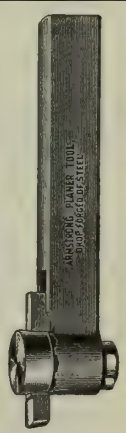
THE WORLD'S STANDARD LATHE AND PLANER TOOLS

Patented Feb. 28, 1893.





Planer Tool.

NOTE extra large tool steel set screw and REINFORCED support under the cutter.

THEY GIVE INCREASED CAPACITY AND LASTING QUALITY.

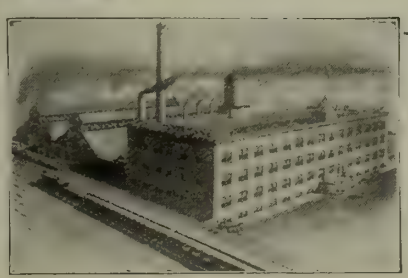
First Cost of Forged Tools is 60% Higher than Armstrong Tool Holders.

This is our new IMPROVED

PACKER RATCHET DRILL

We make the most complete and best line of Ratchets on the market.

Write for special circular and prices.



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It's a Tool Holder Encyclopedia.

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Twelve Medals

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"It holds, where others fail"

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EKERT PROCESS RADIUM PAT. IN CANADA 1907

Sheet and Spiral Packing

Long Fibre Asbestos and Rubber Perfectly Combined

Manufactured in Canada solely by

THE GUTTA PERCHA & RUBBER MFG. CO. of TORONTO, LIMITED

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Stoves and Ranges

Write us giving particulars of your requirements, and we shall be pleased to submit quotations. We can supply the following qualities of sheets:

Wood's Patent Planished (Russia) Sheet Iron.
Hammered Polished Steel.
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Agents for The United States Steel Products Export Co., American Sheet & Tin Plate Dept.

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Rubber Goods for All Purposes

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Mark of Quality

HIGH PRESSURE PACKING AND RINGS—Star Red Sheet and Canadian Spiral have been leaders for over 20 years.

Pebbled and Corrugated Rubber Matting, Mats, Moulded Rubber Specialties, Bumpers, Rings, Valves, Plain and Corrugated Tubing, Air Brake Gaskets, etc., etc.

"Canadian" Interlocking Rubber Tiling is Standard

Head Offices and Factories (with 34 acres of floor space)
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Branches and Warehouses at St. John, Halifax, Montreal, Toronto, Winnipeg, Vancouver and Victoria

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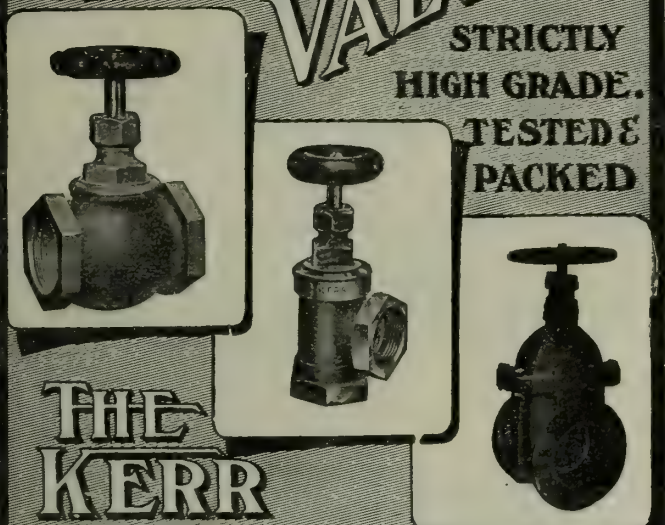
STRICTLY HIGH GRADE. TESTED & PACKED



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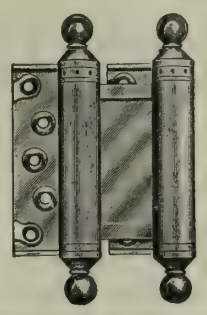
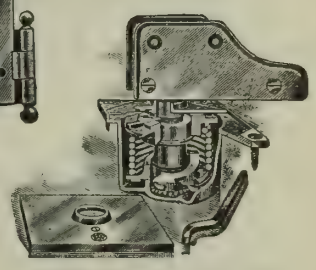
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

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Chicago Spring Butt Company

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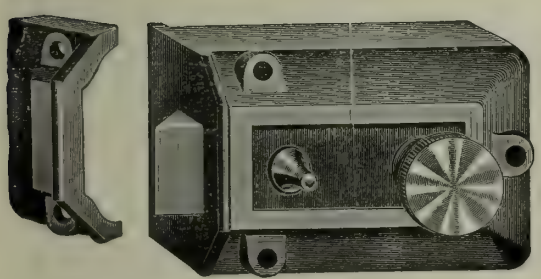
Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.

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INCLUDING THE FOLLOWING:

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General Offices and Warehouses, - - 174 to 196 Lower Water Street

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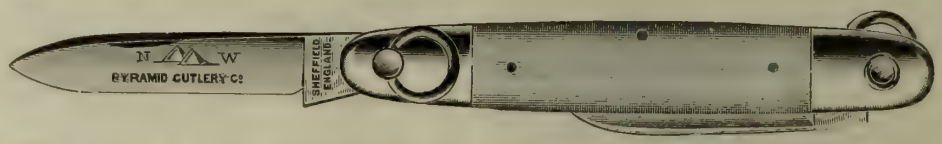

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THROUGH ALL THE LEADING JOBBERS IN THE DOMINION

CLAUSS BRAND BARBERS' SHEARS

Fully Warranted.

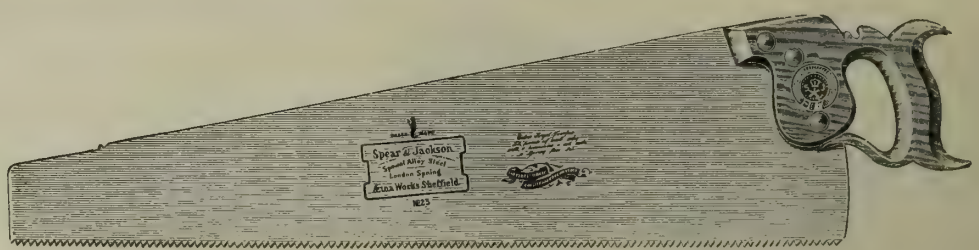
Solid Steel and Steel Faced. Hand forged from Finest Steel. These Shears are especially tempered for the purpose they are intended.

FULL NICKEL PLATE FINISH.

Write for Trade Discounts

The Clauss Shear Co., - Toronto, Ont.

LOOK OUT!



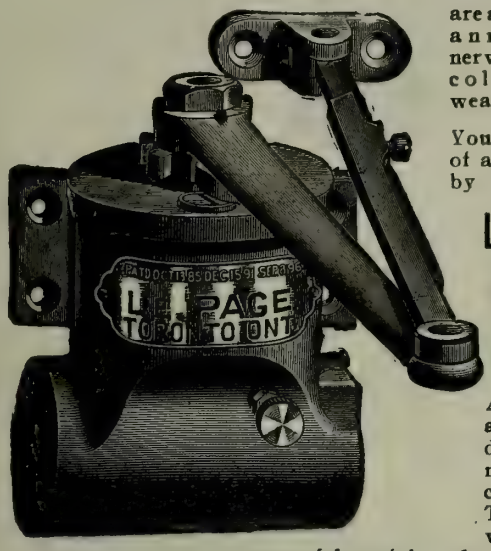
¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

¶ There's "just a little something" in it which makes the difference your customers will notice.

SPEAR & JACKSON, LTD., SHEFFIELD.

A BANGING DOOR
AN OPEN DOOR
A SWINGING DOOR



are all intolerable, annoying and nerve racking in cold or windy weather.

You can get rid of all this trouble by

Le Page's Oil Door Check

A handy, safe and convenient device to recommend to your customers. This check always works, is powerful, useful, and easily attached.

Write for our price list

Le Page Door Check Mfg. Co.

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Atkins Silver Steel

Segment Ground Cross-Cut Saws

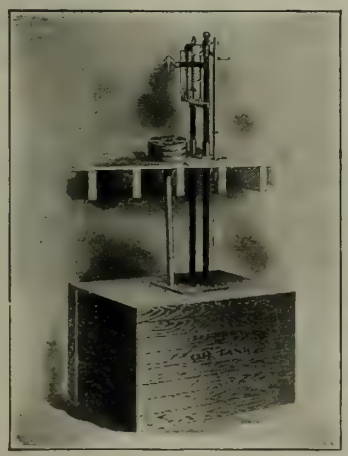
Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis

SAVES MONEY AT EVERY POINT



Cut 1
Cellar Outfit

The Bowser Self-Measuring Oil Tank prevents the loss or waste of a single drop of oil — and oil is money.

The Bowser enables you to wait on customers in one-tenth the usual time —and time is money.

The Bowser eliminates almost all the labor usually required to care for the oil —and labor is money.

When you realize that you are now actually losing the money which the Bowser would save for you, can you afford to be without one?
Write us for catalog 5444. It is free.

S. F. Bowser & Co., Limited

66-68 Fraser Avenue · TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer.

The White Mop Wringer

Is taking the place of the old way of hand-wringing and scrubbing.

Do **you** have the **"White"** in stock?

Do your **customers know** that you have it?

Keep it well displayed with a **"White" Easel.**

Order direct, or of your jobber

THE WHITE MOP WRINGER CO.

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Are you using "PLIC" BOOKS

The up-to-date way of writing original and duplicate letters and orders at one operation on your own printed letter or note head. Nothing so quick and simple. Sample on request.

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Check Book Makers, Toronto, Can.

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Wiehusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street

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Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

ELECTRIC DRY BATTERIES.

X CELLS are the only Dry Cells which show NINE LIVES.

You'll make money in handling them. All standard sizes.

Electrical Specialties, Limited
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FEED COOKERS.

FEED COOKERS

A good line to handle. Write us for full particulars and prices.

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The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - - Birmingham

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Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
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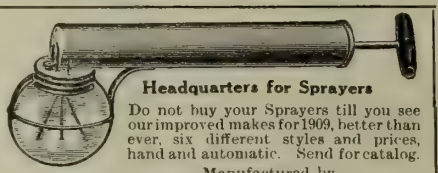
GALVANIZING.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES



Headquarters for Sprayers

Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.

Manufactured by
THE COLLINS MFG. CO., TORONTO.

HARDWARE SUPPLIES.

The KATIE Foundry
GALT, ONTARIO

Municipal Supplies
Sash Weights
Soil and Water Pipes
Plow Castings
General Hardware Castings

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Manufacturers' Agents
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We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.

Our connection is with the Wholesale Hardware Trade

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Manufacturers' Agent and Metal Broker,
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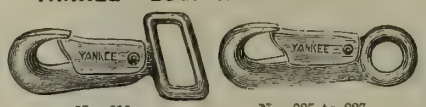
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

MISCELLANEOUS

"YANKEE" LOOP AND ROUND EYE



No. 810. No, 825 to 827.
They have a Brass Lever Spring
COVERT MFG. CO., TROY, N.Y.

PORTABLE OVENS.

BAKERS' OVENS
Cut shows the "Hubbard" Patent.

There's good money supplying the local baking trade with our line of Baker's supplies.

Write us for prices.

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RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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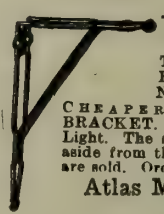
Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

Atlas Mfg. Co., New Haven.

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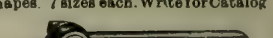
ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalog



Armstrong Bros. Tool Co.
106 N. Francisco Ave.
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VENTILATORS.

Money in Ventilators

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

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CRESCENT WIRE AND IRON WORKS.
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We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards Fencing and Railings.

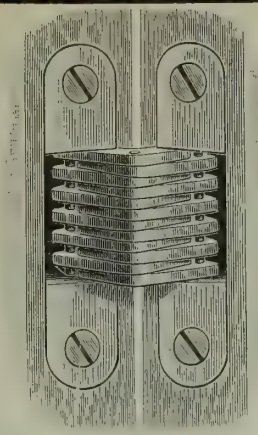
PARTRIDGE & SONS, Proprietors.

An Entirely New Plan

Is observed in the building of

THE

SOSS INVISIBLE HINGE



It is something decidedly novel and attractive and as far ahead of the old style hinge as the electric light is in advance of the tallow candle. Neat, artistic, and as easy to apply as the ordinary butt hinge, it is strong and rigid and fully guaranteed, used on book cases, wardrobes, china cabinets, ladies' desks, lockers, pianos, etc.

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The Soss Invisible Hinge Co.
Limited
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Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
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Diamond Brand Fittings

They are known all over by steam and brass fitters, as being

Perfect in Material, Threading and Finish

They are standard goods in every respect. Our guarantee is at their back. You will find no sand holes in the Diamond Brand.

Oshawa Steam & Gas Fitting Company, Limited, OSHAWA CANADA

JOSEPH RODGERS & SONS, Limited

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AVOID IMITATIONS OF OUR

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BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

GRANTED 1692

Sole Agents for Canada

James Hutton & Company
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The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

Write for Particulars

CANADIAN GENERAL ELECTRIC COMPANY, Limited

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ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

THE BARRY SUPPLY COMPANY

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Representing CANADA, BRITISH and AMERICAN MANUFACTURERS

Correspondence solicited from firms wishing to be represented in the Maritime provinces. Our salesman calls on all the trade.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case

If you buy the right goods they will sell themselves—Particularly true of

"Enterprise"

Food

Choppers

Best Made

Best Known

Best Liked

Best Advertised

This picture shows the graceful lines and strong simplicity of the

"ENTERPRISE"

POINTS

A capacious hopper that holds more, instead of less, than it appears to hold

A perfect cutting mechanism

A tight, true feed screw

Double tinned

Four knives with each machine

THE ENTERPRISE MFG. CO. OF PA.

Philadelphia, U.S.A.

PALMER'S HAMMOCKS

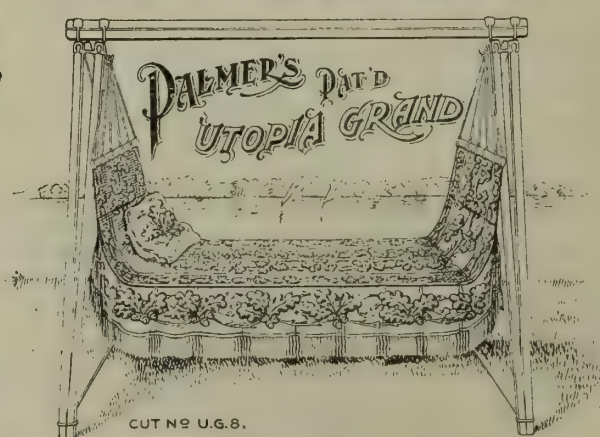
AND

ACCESSORIES

LARGEST

AND FINEST ASSORTMENT OF PATTERNS AND COLORS ON THE

MARKET



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7/4 AND 8/4

MADE IN NINE COLORS

ALSO

36 in. AND 40 in.

NETTINGS

Send for 1909 Illustrated Catalog showing 109 colored plates

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FACTORY AND MAIN OFFICE:

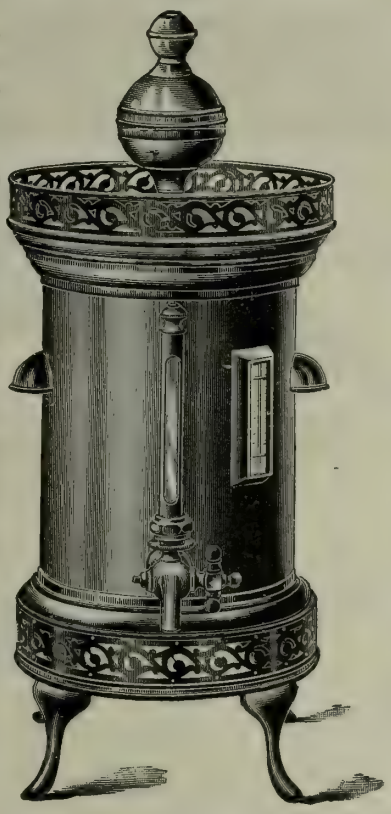
MIDDLETOWN, CT., U.S.A.

The Original, Largest and Best Equipped Hammock Plant in the Country

A Good Line to Look After

in these days when eating houses, cafes, lunch counters and restaurants are multiplying on all sides is our

RESTAURANT URNS



They are practical, handsome and durable goods that will stand any test or meet any requirement. Caterers know that in the tea and coffee line there is no Urn to equal them. There's money in them for you.
Write for our illustrated catalogue.

Buffalo Mfg. Co.
BUFFALO, N.Y.

Canadian Representatives:
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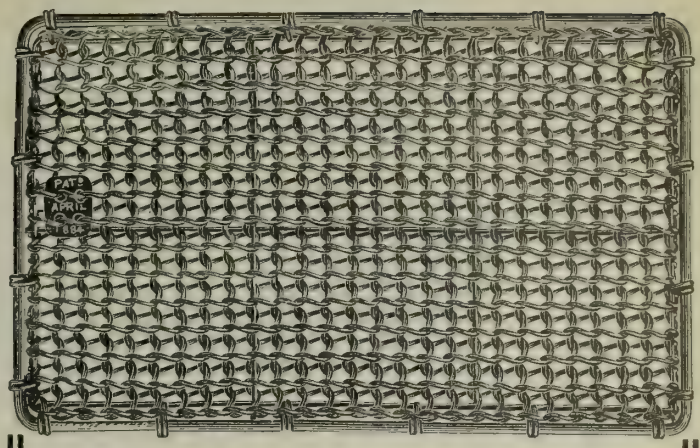


Wire Door Mats

The cleanest, most durable and best sanitary mat made.

Has been on the market for over 20 years.

All sizes and shapes made to order.

For stock sizes, see catalogue.

REDUCED PRICES

The B. Greening Wire Co. Limited
Hamilton, Ont. Montreal, Que.

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

Peerless Freezer Sold Everywhere Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.

Dana Food Chopper

Dana Mop Wringe takes a Woman off her knees

THE DANA MFG. CO., CINCINNATI, O.

McDougall Pumps

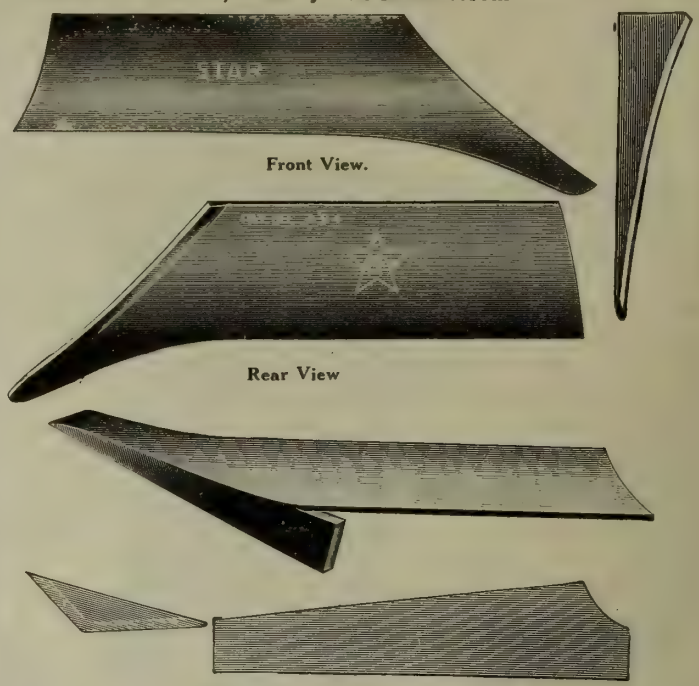
are standard Pumps. This is now well known from Sea to Sea, and if any improvements come up we immediately embody same. Our printers are busy with Catalogue No. 16. Please let us have your name for a copy.

The R. McDOUGALL CO.

LIMITED

GALT, CANADA

Blacksmiths buy these goods of HARDWARE DEALERS in many cases, and most Hardware Stores carry them to accommodate such trade. The STAR PLOW SHAPE blanks are the kind, which by special pattern and shape, are most attractive to them. See your blacksmith customers, choose your JOBBER from



Front View.

Rear View

C. Kloepfer. ....Guelph, Ont.	Miller-Morse Hdw. Co ...Winnipeg, Man.
Jas. Cowan & Co.....London, On .	Geo. D. Wood & Co.....Winnipeg, Man.
Wilkinson & Kompass . Hamilton, Ont.	Marshall Wells Co.....Winnipeg, Man.
J. H. Ashdown Hdw. Co Winnipeg, Man.	D. Ackland & Son.....Winnipeg, Man.
Ross Bros ....Edmonton, Alta.	
Wilkinson, Kompass & Hawkey, Ltd..... Winnipeg, Man.	

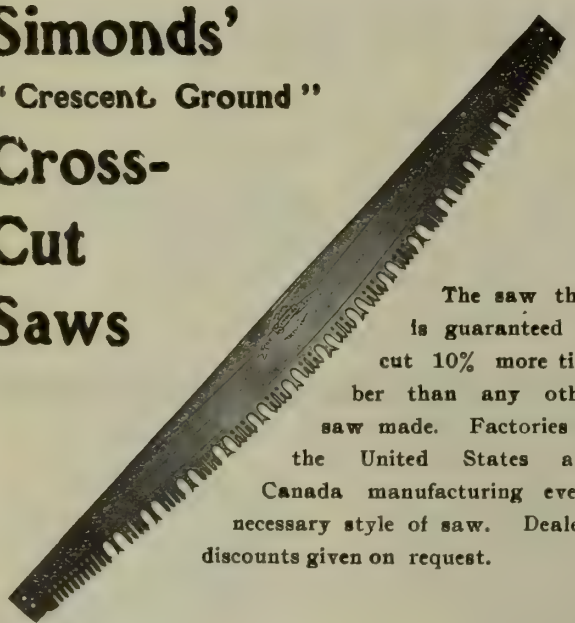
Kindly send one of them an order.

STAR MFG. CO., Carpentersville, Ill., U.S.A.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.

LIMITED

Montreal, P.Q.

Vancouver, B.C. **St. John, N.B.**

"Brantford" "Roofing"

We make the line that the dealer **should** sell. First, on account of **quality.** Second, because we **distribute through the dealer,** instead of competing with him.

Brantford Asphalt

Brantford Crystal

Send for samples of these two styles—also ask for prices and dealer's catalog.

Brantford Roofing Co., Limited

BRANTFORD, - CANADA

SELLING AGENTS:

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PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

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TORONTO **ST. JOHN**
MONTREAL **WINNIPEG**
HALIFAX **VANCOUVER**

Canadian Sales Agents
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The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office :

St. Catharines

Ontario

W&B — TRADE MARK

W & B CO TRADE MARK

DISSTON SAWS

BACKED BY THE
DISSTON SAW WORKS
AND BY THE
DISSTON METHOD
of manufacturing

THIS BRAND

ON SAWS AND TOOLS
will continue to be recognized in the future as in the past
SIXTY-EIGHT YEARS
as a guarantee of Highest Quality and Efficiency.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

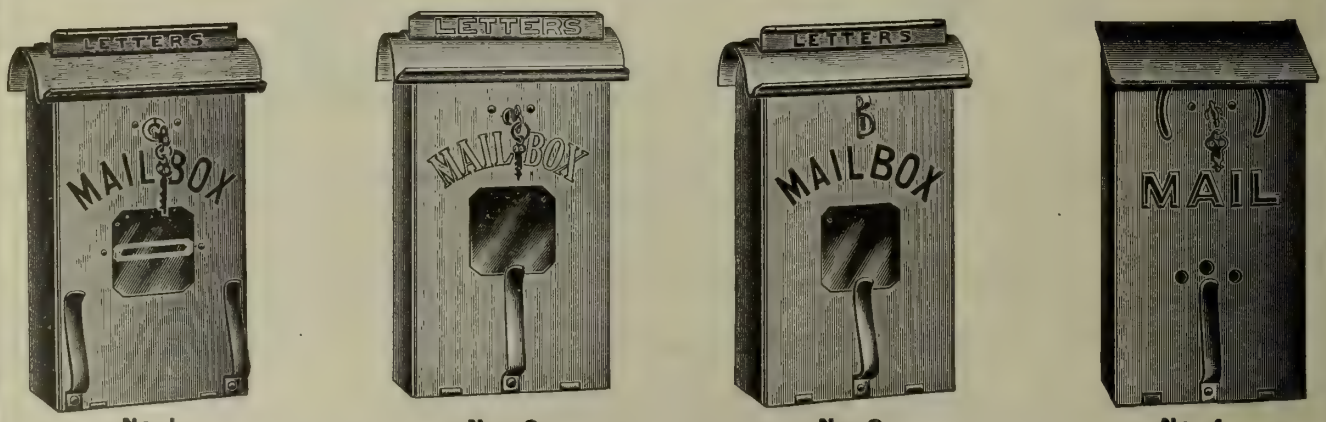
Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

A FULL LINE OF

20TH CENTURY

MAIL BOXES



No. 1 No. 2 No. 3 No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

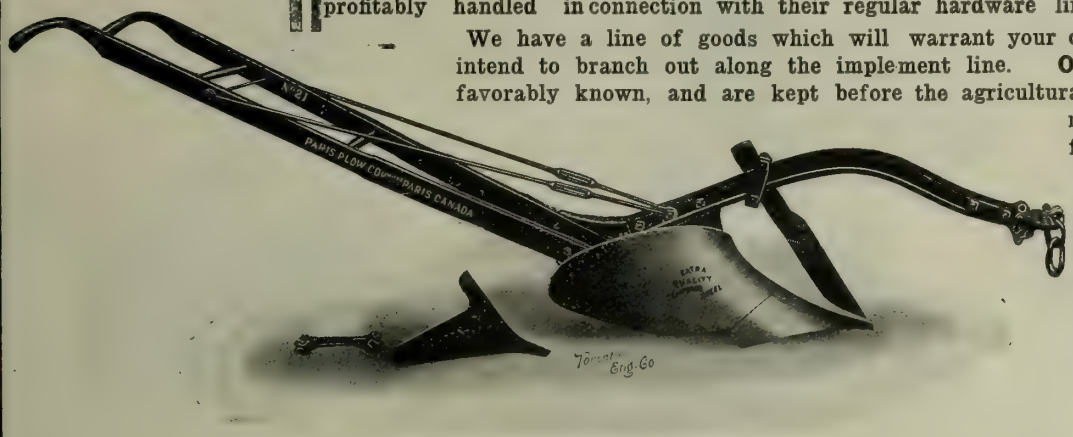
61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



No. 21. General Purpose Plow

We supply the following goods on consignment, freight prepaid:

Success Manure Spreaders

Walking Plows of every desoription

Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. Also supply at 6 months' dating: **"Leader" Scufflers**

Pulpers, Agricultural Wheelbarrows

These goods can be and are being profitably handled by many of the leading hardware men. We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*

JAMES HOWARTH & SONS, LTD.

Broomspring Works, Bath St., Sheffield

CORPORATE MARK

MANUFACTURERS OF

Granted by the Cutlers' Company

Edge & Joiners' Tools,

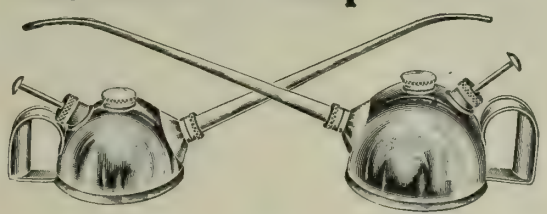
Saws, Files,

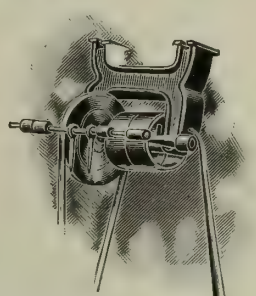
Augers, Skates,

Garden

Shears.

Howland Pump Oilers



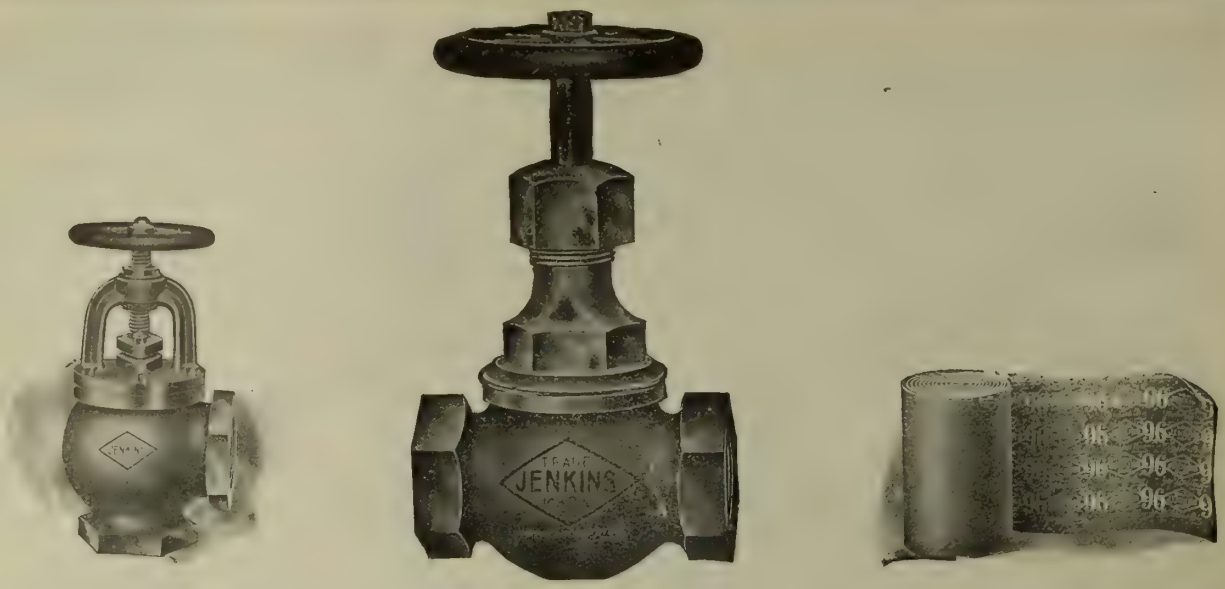


For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois, U.S.A.



Catalogue and discount sheet sent on application.

JENKINS BROS., LIMITED

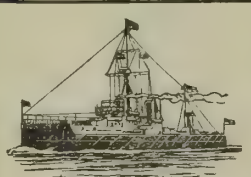
BRANCH AT
95 QUEEN VICTORIA STREET
LONDON, E.C., ENG.

OFFICE & WORKS
ST. REMI STREET & ACORN AVENUE
MONTREAL, QUE.

New Beaver Oil Stone

This stone has been tested by experts in Canada and United States and pronounced by them to be the equal of anything on the market. This is the first time a stone of this kind has been made in Canada and as the price is right, it will pay the trade throughout the Dominion to investigate.

CANADIAN HART WHEELS Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited



Registered Trade Mark

"The Celebrated Dreadnought Milling File"

The British Government are using this tool in all departments. This tool speaks for itself. Can be re-sharpened from four to six times. Order some and you will order more

The J. H. Hanson, Tilley Co., Ltd, Mfrs., 422 - 424 St. Paul St., MONTREAL, P.Q.

FACTORY, 65 Dalhousie St.

Also, National File and Tool Co., The Bourse, Philadelphia, Pa., U.S.A.

AGENTS { Halifax, N.S.—Austen Bros. / Toronto, Ont.—Nicholson & Ritchie, Traders Bank Bldg. / London, Ont.—London Engine Supplies Co., Ltd., Richmond St. / St. John, N.B.—The Jas. Robertson Co., Ltd. / Winnipeg, Man.—Bissett & Louck / Vancouver, B.C.—H. M. Flock & Co., Crown Bldgs.

Canadian Billings & Spencer, Limited

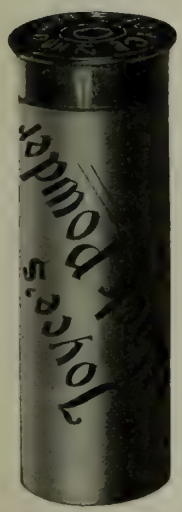
Welland, - Canada

B
TRADE MARK

"All Steel" Screw Driver complete in one piece. Steel throughout. Positive grip. A Great Seller.

We also manufacture Combination Pliers, Wrenches, Turnbuckles, Eye Bolts, Lathe Dogs, and all kinds of special DROP FORGINGS in Iron, Steel, Copper or Bronze.

SEND BLUE PRINTS OR MODEL OF SPECIAL WORK FOR ESTIMATES.



Waltham Black

Established 1820

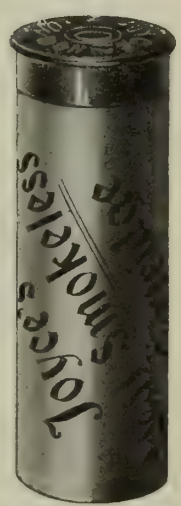
F. Joyce & Co., Ltd.

London - - England

Makers of

Walthams, Ideals, Nitros and Ballistites.

Guaranteed Ammunition



Ideal Smokeless

MADE FOR ALL STANDARD GUNS

J. H. ROPER

Sole Canadian Agent

82 St. Francois Xavier Street - - - MONTREAL

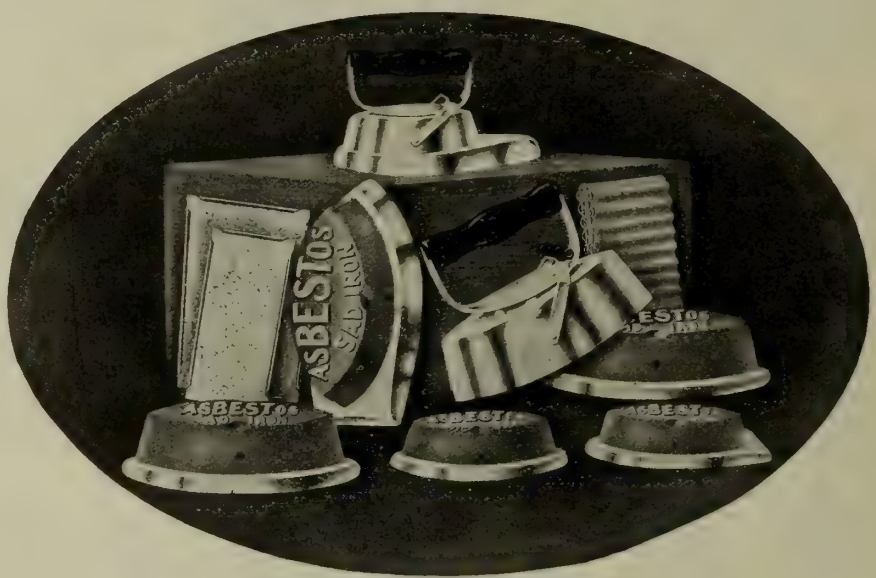
F. Joyce & Co., Limited, London, England.

A License to Exist

Every article ought to have some excuse for being on the market. There ought to be something original, something different, about an article to entitle it to a place in the mercantile world.

It is a mighty small business to make an imitation of a standard article and market the imitation on the strength of the reputation of the original. A license to exist means something created, an advanced step in methods of manufacture and distribution.

The excuse for putting Asbestos Sad Irons on the market is two-fold: An improvement over earlier sad irons; increased profits for the dealer.



No. 196 HOUSEHOLD SET

Another way Asbestos Sad irons are an uplift to trade is by getting away from the three-piece set. When all irons were alike it required only three to make a set, because the same iron had to be used for all kinds of ironing. The line of Asbestos Sad Irons contains special designs for all different kinds of ironing so that the logical set is made up of six irons.

In the Asbestos Household Set a woman secures an iron for each laundry need, from pressing heavy goods to "doing up" the daintiest linens and lingerie. At the same time the dealer makes twice as big a sale as when he sells a three-piece set—doubles his profit.

That is the license for the existence of Asbestos Sad Irons. The dealer who "gets in right" with this line is bound to enjoy larger sales and better profits.

Your stock is not complete without the No. 196 Household Set. Order to-day from your jobber, and write to us for special display cards, circulars and newspaper cut to boost the "New Unit."

The Dover Manufacturing Company

Canal Dover, Ohio, U. S. A.

ALEXANDER GIBB

Manufacturers' Selling Agent and Metal Broker
13 St. John St., MONTREAL.

Anvils and **Vises.** Angle Steel Sleds.
Brass Sheets, Rods, etc. Brass Cased Tubing.
Copper Sheets, Rods, Tubing, etc., Tobin Bronze.
Chain. All kinds Canadian and American.
Cast Steel (Sheffield), all qualities, also High Speed "Conqueror" brand and High Speed Twist Drills.
Galvanized Sheets and **Galvanized Canada Plates.** "Comet" brand; also Steel Sheets for Deep Stamping, etc.
Galvanized Wire Netting.
Handles, Wood, all kinds; Hay Rakes, Snaths, etc.
Hardware, English, all kinds.
Hardware Specialties and Water Filters.
Iron Bars, Bands, Hoops, Sheets, etc.
Steel. Sleigh Shoe, Tyre, Toe Caulk, Spring, etc.
Shovels, Scoops, Spades, etc.
Swedes, iron and steel.
Tinplate and fully polished Canada Plate.
Wheelbarrows, all kinds, Scrapers, Trucks, etc.
Wrought Iron and Cast Scrap, Steel Billets, etc.

also

Dry Colors, etc.
Music Spring Wire carried in stock.

WHOLESALE ONLY.

SAFE LOCK

There are many good reasons why you should sell SAFE LOCK Shingles. ***They allow a good margin of profit. They have the best reputation among your customers. They are the only shingles really locking on four sides. They are the easiest to lay on a roof.*** Safe Lock shingles fit together without trouble because the locks are made on improved automatic machinery, and are absolutely uniform.

Every SAFE LOCK shingle is made to meet the rigid requirements of the British Government for Admiralty and other public service. This fact guarantees durability.

Our Free Lighting Insurance Guarantee is something that makes a direct and winning appeal to intending buyers. Ask us for full particulars of this clinching ***"Reason Why."***

If your are not already pushing the sale of SAFE LOCK shingles, now is the time to begin. Write us at once for an outline of our agency plan.

The Metal Shingle & Siding Company, Limited

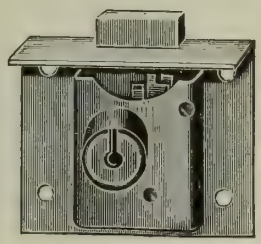
PRESTON, ONT., AND MONTREAL, QUE.

Our goods are carried in stock by: St. John, N.B., Emerson & Fisher, Ltd.; Quebec, J. A. Bernard; Winnipeg, Clare & Brockest; Toronto, G. P. Breckon; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.

Pad, Cabinet, Trunk, and Refrigerator Locks and Hinges

No. 206

No. 211

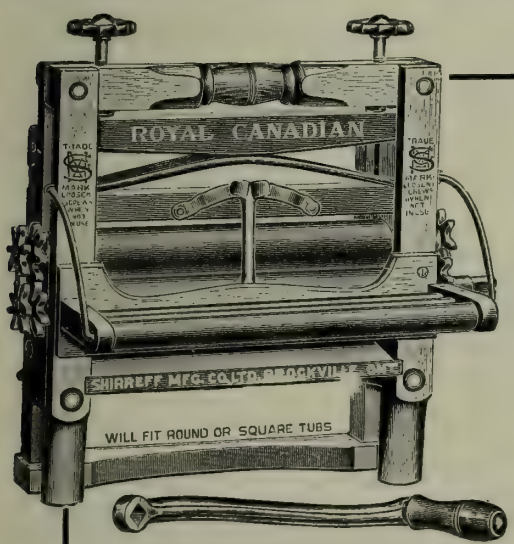


No. 209

This space is hired for the purpose of telling that goods like these are now **MADE IN CANADA** and to invite Hardware men to back us up by purchasing them. **"DO IT NOW"** and help develop an Industry, keeping the money in Canada. Write us for particulars and catalogue, or ask Mr. Jobber to supply lines of

BRASS & STEEL GOODS, Limited

BELLEVILLE - - - - ONTARIO



Stock Up—Then PUSH

Business is right on the boom—the pushers who have a well assorted stock are making money. Are you in the push class? Send in your orders for the big leaders

Shirreff's Divided Wringer

—AND—

"Shirreff" and "General" Food Choppers

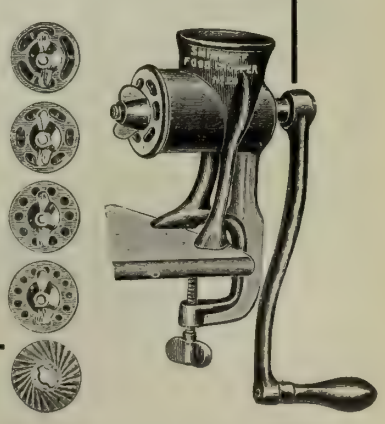
These lines are real "hummers" all the year round.

SHIRREFF'S DIVIDED WRINGER

contains the newest wrinkle in wringer construction—a central dividing bar. This bar prevents the rubber rollers from wearing out in the centre, giving the Shirreff double the life of an ordinary wringer.

"SHIRREFF" and "GENERAL" FOOD CHOPPERS

are made in 4 sizes, each size equipped with five self-sharpening, self-cleaning, non-rustable STEEL KNIVES. They are unequalled in simplicity, efficiency and durability.



PRICE LISTS ON REQUEST

Shirreff Manufacturing Company, Limited

BROCKVILLE, - ONTARIO

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES ?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you too.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. Makers, PONTARDAWE, Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

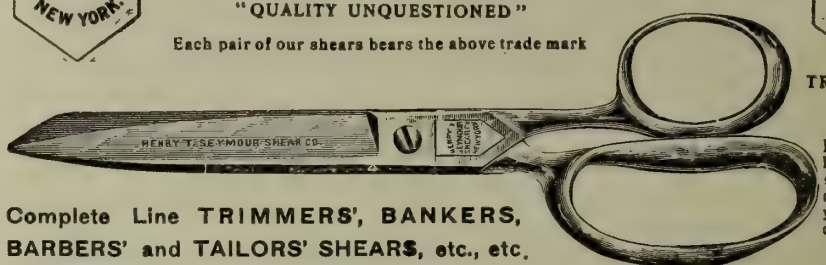
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

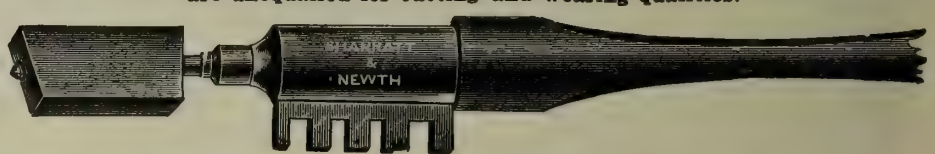
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Clothsand Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street
MONTREAL

We Protect the Dealer

and are not trying to sell the farmer and consumer direct.

RECIPROCATE and give us your business. We are the only manufacturers in our line in Western Canada and carry the largest stocks in

Galvanized and Painted Corrugated Iron.
Steel Shingles and Sidings.
"V" Crimp and Pressed Seam Roofing.
Metal Ceilings and Sidewalls.
Corrugated and Plain Conductor Pipe.
Galvanized and Black Sheets.
Tin Plate, Canada Plate, etc.

Get the Agency for our Patent Corrugated Grain Tank – the only thing of the kind on the market.

SEND FOR OUR NEW STORE FRONT CATALOGUE—JUST OUT.

Winnipeg Ceiling and Roofing Co.

Manufacturers

Winnipeg, . - Manitoba

Every Little Bit Helps!!

Mr. Hardware Man,—Don't you often find that the "little sales" of the day are a big feature in the day's receipts and are often the lever to larger sales?

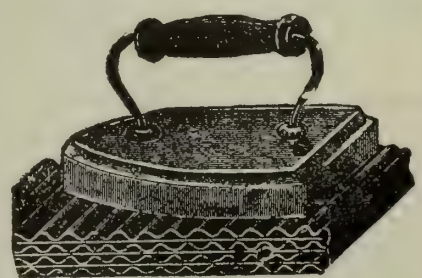
The Kaiser Wax Pad and Iron Cleaner

is a "little thing"—retails at 10 cent—but it is a household necessity, something entirely new on the market, a quick and big seller, with a good profit.

Every housekeeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high grade finish, equal to first-class laundries. She of course asks the dealer for advice—in return he offers her the common wax—She knows it is impossible to do good work with the common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—THERE SHE IS SURE TO DO HER BUYING—AND LEAVE HER ORDER FOR OTHER THINGS.

A post card to any of our Canadian agents or direct will bring a sample of this great little business getter.



PATENT APPLIED FOR

500 Circulars Packed in Each Gross.

Manufactured by

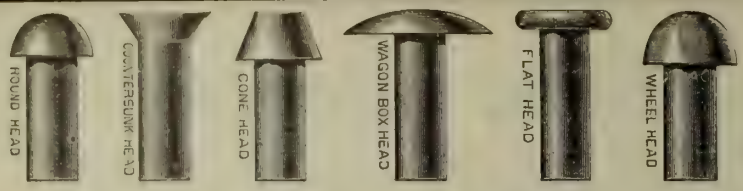
The Ancker-Thiem Co.

CHICAGO, U.S.A.

Dept. 54

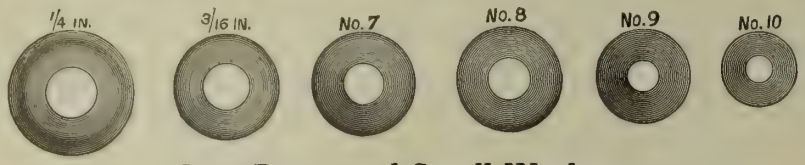
Manufacturers' Agents calling on Hardware trade wanted in all unrepresented distributing centres of Canada.

Canadian Agents:—Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co, St. John, N.B.
W. A. James, Vancouver, B.C.
R. Grenier & Cie., 130 Rue Du Pont, Quebec.
R. F. Westhaver & Co., 132 Hollis St., Halifax, N.S.

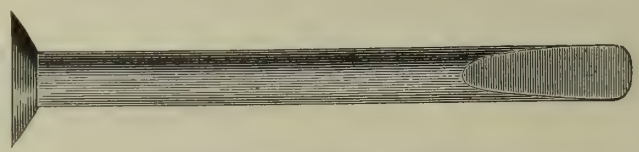


Iron and Copper Rivets

of every description. 1-2 inch diameter and smaller



Iron Burrs and Small Washers



Countersunk Clout Nails

We Manufacture

Norway Iron Rivets,
Copper and Brass Rivets,
Iron and Copper Burrs,
Tubular Rivets,
Bifurcated or Slotted Rivets,
Wire Nails, Copper Boat Nails,
Escutcheon Pins, in Brass and Steel,
Felloe Plates and Washers,
Carriage Knobs, made from steel.

AND OTHER HARDWARE SPECIALTIES

The Parmenter & Bulloch Co., Limited

GANANOQUE, - ONTARIO

BRANCHES:

MONTREAL: 32 St. Dizier St., Phone No. Main 1023

TORONTO: 29 Melinda St., Phone No. Main 1483

Yes—there's a good profit in Baskets!

Particularly when the baskets are especially well made. In that case, the profit doesn't end with one sale—your customer is well-pleased and will come again. Our line of

Butcher Baskets, Clothes Baskets, Grain and Root Baskets, Fruit Baskets, Crates, Etc.,

are the customer-pleasing kind. They are well made and nicely finished. Our specialty is Prompt Delivery at the Closest Prices. Write us for prices and quotations.

The Oakville Basket Co. **Oakville, Ontario**

STAMPED METAL GOODS

Write us for samples

We Manufacture an Extensive Line of

SHELF, CARRIAGE and TRUNK HARDWARE

LETTER BOX PLATES
PUSH OR FINGER PLATES
STAIR PLATES
COAT and HAT HOOKS
STOVE LID LIFTS
WASHERS

DRAWER PULLS
DOOR PULLS
FINGER PULLS
CHEST HANDLES
CUPBOARD BUTTONS
DRAWER KNOBS

FRICTION HINGES
TRUNK HINGES
FELLOE PLATES
SHAFT TEE PLATES
SASH LIFTS
SASH LOCKS

Contracts Made for Special Stampings in Quantities

THE ELECTRIC METER & STAMPING CO., Limited

NEW HAMBURG, ONT.

J. P. O'SHEA & CO.

Direct Importers of British and Belgian

PLATE and WINDOW GLASS

WRITE US FOR QUOTATIONS

Plates for Store Fronts Office Buildings Banks and Railways

Fancy Cathedrals etc.

Glass Bending for all purposes on short notice

Also Ornamental Wheel Cut Sand Cut and Embossed Glass in any design to order

Consult us for Ornamental or Plain Glass, Wheel and Sand Cut Glass. There is no work too large for us to undertake. We also place Plate Glass Insurance. In Montreal and surrounding points we have recently executed some large contracts in Plate Glass. Our business has steadily grown from year to year. Why? Because we deliver the goods every way. Our prices are right. Let us figure on your glass work. It will pay you. Another thing. It will open your eyes to the possibilities in up-to-date glass work. We manufacture mirrors of any size or style and guarantee satisfaction. Our special lines include fancy door lights for offices and dwellings, railway and bank work, grinding, bevelling, drilling and chipping.

Chance's and Pilkington's Figured Rolled Cathedrals always on hand

We always carry in stock ready for shipment :

- Polished Plate Glass
- Rolled Plate Glass
- Bevelled Plate Glass
- Cross Bevelled and Mitre Cut Plates
- Rough Cast Glass
- Wired Cast Glass
- Bevelled British Plate Mirrors
- Bevelled French Plate Mirrors
- Plain Mirrors
- Shock Mirrors
- German Mirrors
- Prismatic Glass
- White Opaque Glass
- Flashed Ruby Glass
- Flashed Blue Glass
- Flashed Green Glass
- Flashed Amber Glass
- Japanese Glass
- Muranese Glass
- Muffled White Glass
- Muffled Colored Glass
- Morocco Glass, etc., etc.

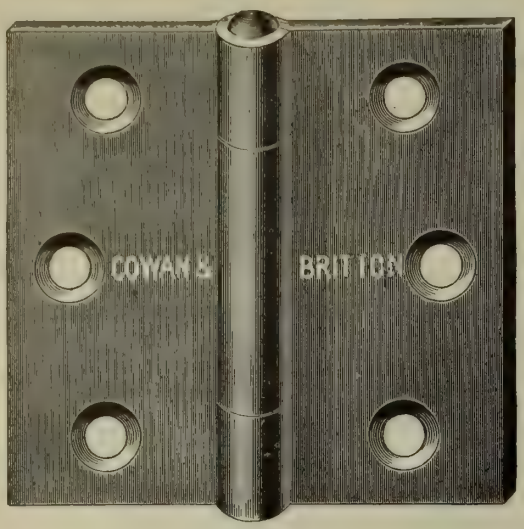
Sheet and Window and Enamelled Glass in all Patterns.

Write or phone us for particulars. "Promptness" our motto.

J. P. O'SHEA & CO.

Bell E. 3751 Bell E. 430

8-10 St. Agathe St., MONTREAL



Facts That Make High Quality

Every Butt and Hinge turned out by our plant is perfect in every particular, because we make it from beginning to end. We build our own machinery, and every sheet of steel used in our product is rolled in our own plant. As a result, the gauges are uniform and the product positively perfect.

Nearly every Jobber in Canada handles our goods because they are always satisfactory to retailers and their customers.

If your Jobber can't supply our lines, write us and we will quote you some very close prices.

We make a specialty of manufacturing Butts and Hinges from blue prints supplied.

CORRESPONDENCE SOLICITED

Cowan & Britton

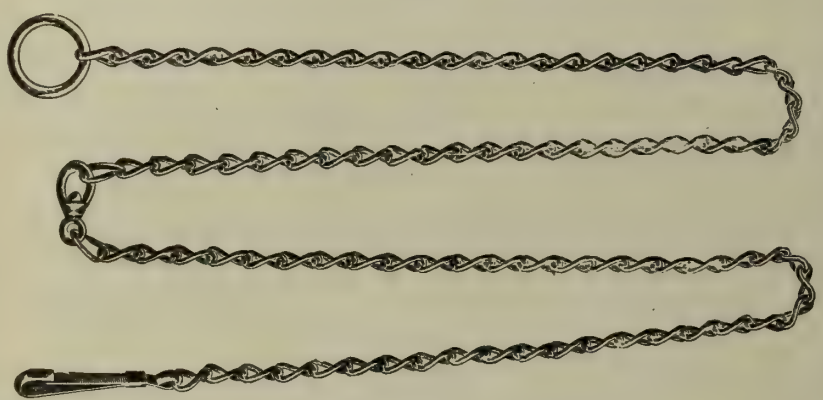
Established 1861

Gananoque - - Ontario

Manufacturers of every description of Butts, Tee and Strap Hinges, Hinge Hasps, Hook Hasps, Screw Hooks and Hinges, Washers, Staples, Hooks and Staples. Delaware Crate Hasps, Hasps for Sealing Purposes, etc., etc.

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.



We call the attention of the trade to the length of link in our wire chains. Each link is about half as long as other wire chains, thereby making a much more flexible chain. They are easier on the animal and we guarantee they are 50 per cent. stronger. We make them into

Tie-Out Chains,

Cow Ties, Traces

Letters

J.E.R&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

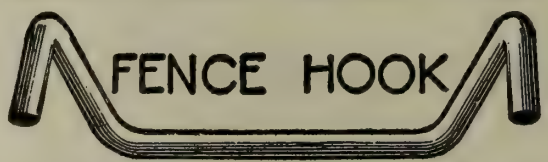
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences

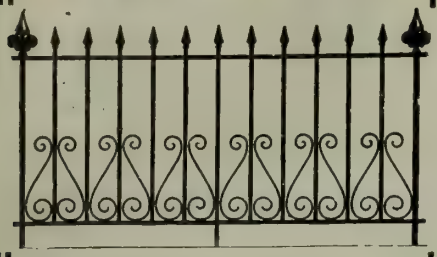


WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

SECURE THIS

Agency!

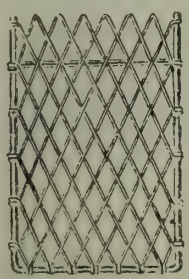


WE WISH TO APPOINT

A Good Hardwareman

In every town to represent our manufactures.

It is not necessary to carry our lines in stock. But a little enterprise and advertising will secure you a considerable business at a satisfactory profit.



You can sell such goods as these.

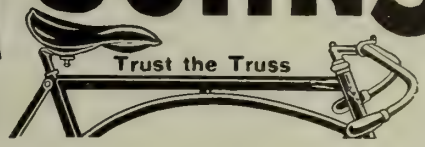
Iron Fencing and Gates
(A new line at a reduced price)
Fire Escapes
Metal Lockers
Wire Window Guards
Stable fittings
Steel I Beams
Iron and Brass Railings for Churches, Theatres, Banks and Offices.
Lawn Vases and Settees
Wire Baskets, etc., etc.

Send for new Catalogues and our special proposition to Hardware dealers.

Dennis Wire & Iron Works Co.
LIMITED
LONDON, ONT.

IVER JOHNSON

Truss Bridge



Bicycle

Dealers

like to sell the Iver Johnson Truss Bridge Bicycle because it remains sold—proof against "come backs." Our **Agent's Proposition** is worth looking into, for the man who would make good money on a good proposition.

Riders

prefer it because it is the most durable because it is made of the best materials by the most skilled mechanics in the world. Costs moderately in the beginning, nothing for repairs if not mistreated, and costs least, therefore, in the end.

Send for Free Catalogue

It illustrates the 1909 models and shows why the Truss Bridge is so popular among dealers and riders. It is a text book on bicycles.

WRITE TO-DAY

Iver Johnson Arms & Cycle Works

Factory and General Sales Office: 330 RIVER STREET, FITCHBURG, MASS.

Pacific Coast Distributors: BAKER & HAMILTON, San Francisco, Cal. New York Office: 99 Chambers St.

Southern Selling Agents: HENRY KEIDEL & CO., Baltimore, Md.

For Wood Furniture.

A NEW INVENTION

THE ONWARD SLIDING FURNITURE SHOE.

Successor to the wheel castor.

An invention that is revolutionizing things in the way of an article to take the place of the old fashioned wheel castor on all kinds of Furniture, Metal Bedsteads, and Pianos. Neat in appearance, cheap in price, easily attached, do absolutely no damage to hardwood floors, carpets or matting, perfectly noiseless, and move easier than a castor. Made in all sizes and styles. Two kinds Mott Metal and Glass Base. The Shoes being made adjustable, will move over any uneven surface there may be in the floor.

Pat. Feb. 9, 1909.

For Metal Beds.

Dealers, ask your Jobber for prices and discounts. If he cannot supply you, write us.

Onward Manufacturing Company, Berlin, Ontario, and Menasha, Wis.

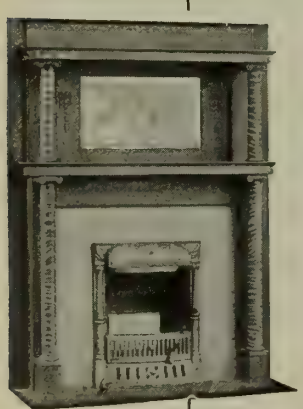
Write for Agency proposition. It will interest you.

THE WORLD RENOWNED MAGNOLIA METAL

Trade Mark stamped on the back of every bar. Handled by all first-class jobbers.

MAGNOLIA METAL CO., Head Office, 31 St. Nicholas St., Montreal

Agencies: Toronto Winnipeg Vancouver Quebec St. John Halifax



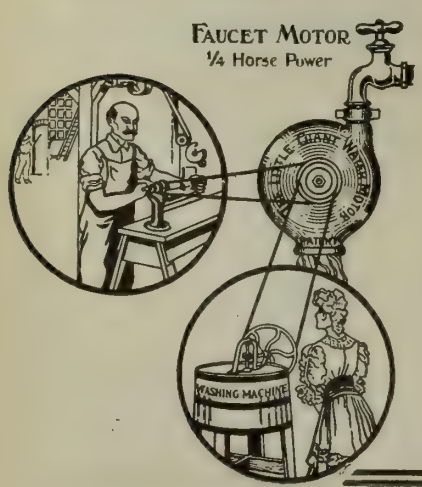
Lots of hardwaremen are making money selling our

Mantels and Lighting Fixtures

Are you? Why neglect such a profitable line? Our goods are so attractive in appearance, sound in quality and moderate in price that you can successfully overcome the strongest competition. The proof of this is in our complete catalogue. Investigate this proposition by writing us to-day for catalogue and prices.

The Barton Netting Co., Ltd.

38 OUELETTE AVENUE WINDSOR, ONTARIO



The "Little Giant" Water Motor

The most successful Faucet Motor made for running Washing Machines and all other labor-saving devices on ordinary water pressure. It will operate all kinds of light machines, such as Washing Machines, Ice Cream Freezers, Cream Separators, Printing Presses, Horse Clippers, Meat Choppers, Sewing Machines, Coffee Mills, Fans, etc.

This Motor developes more power than any Motor made on low water pressure.

All Hardware Dealers should have this Motor in stock. Its a good seller and a good money-maker. Write for circulars and all particulars to

P. E. Boivin, Granby, Quebec, Canada

Manufacturer of Specialties. Owner of the "Feather Weight" Ice Creeper, the best in the world.

ESTABLISHED 1847

Fitted Cabinets of all sizes. All Union Made

The most practical cabinet for the Canadian Market

STOCK CARRIED IN MONTREAL

R618—Union Cabinet—15 pieces, $7.00

R619—Union Cabinet—29 pieces, $12.50

Our Cabinets are all Union-made, and are guaranteed to stand any climate. Fitted with finest quality flatware, and hand forged steel cutlery.

R620—Union Cabinet—53 pieces, $20.00

John Round AND Son, Limited, Montreal

FACTORIES—SHEFFIELD, ENG.

To make your store the best in your town stock it with "Penberthy Goods"

Injectors, Ejectors, Oilers, Lubricators, Water Gages, Gage Cocks, Pet Cocks, etc.

Everyone asks for Penberthy Goods because they are the best.

"They always sell"

The latest improved and most satisfactory awning for low store fronts or for fronts with prism glass is

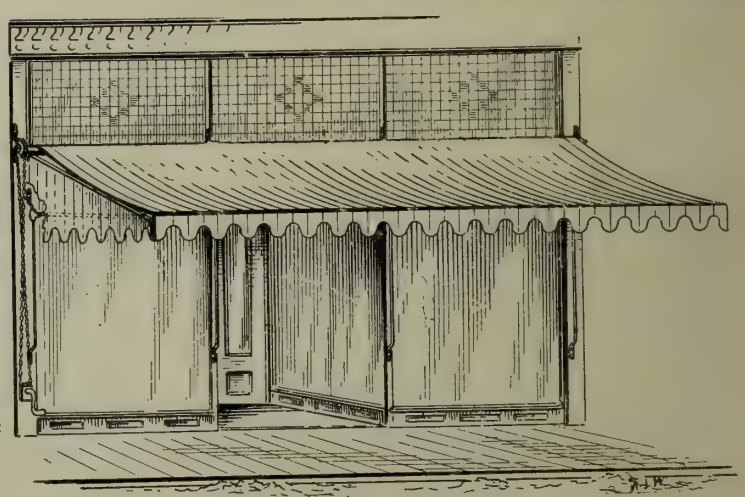
Bartlett's

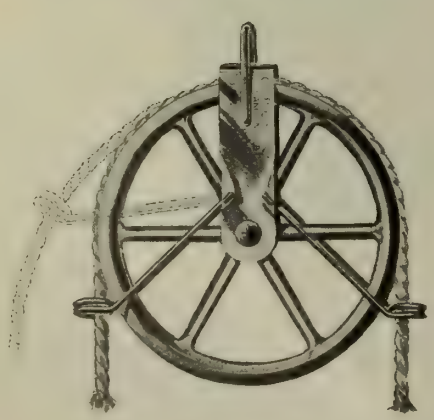
Diamond Arm and Steel Roller Awning

It is the only satisfactory Diamond Arm in existence

ASK FOR PARTICULARS

WM. BARTLETT & SON, 20 Adelaide St. West TORONTO





A Child Can Operate the "Rollston Easy" Pulley

It has many decided advantages over other and smaller clothes line pulleys. Its strong features are

LARGE WHEEL. STEEL YOKE. ADJUSTABLE GUARDS. SUSPENDING LINK.

In two years it has won wide recognition and a demand has been created for it in every quarter. Made in two finishes—galvanized and japanned—it is a sure seller and an article that you can successfully push.

Write for terms.

ROLLSTON HARDWARE CO., = = VANCOUVER, B.C.

Railway Contractors' Supplies

We call your particular attention to the fact that we can supply you promptly and satisfactorily with supplies of every description required by railway contractors.

DUMP CARS—Every kind used.
DUMP CAR WHEELS—12 inches to 18 inches diameter.

We claim to make the best chilled wheel in Canada. All who use our wheels say so, too. Make us prove this to you.

We are sole manufacturers of the Celebrated Patented

Dunbar Shingle Machine

Also makers of everything in the Shingle Machinery line. Write us when you want anything.

EVERY SATISFACTION GUARANTEED.

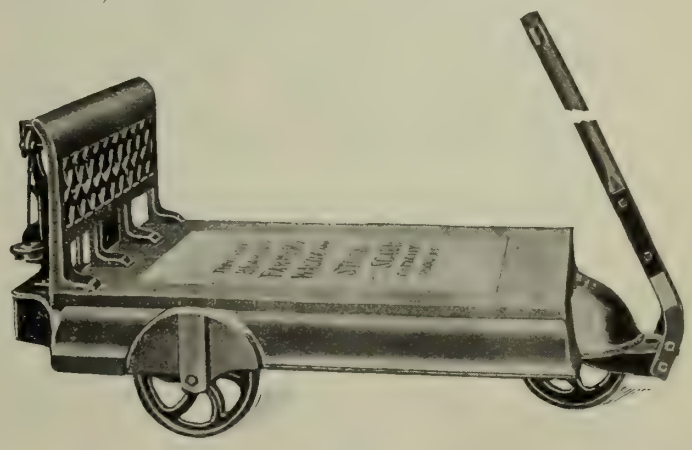
McFarlane, Thompson & Anderson

FREDERICTON, N.B.

AYLMER PUMPS AND SCALES

We can supply your requirements in either of the above lines. We have all styles and sizes. Send for Catalogue.

We also have a full stock of Iron Pipe, Beaver Adjustable Dies and Pipe Tools, Plumbers' Supplies, Drive Well Points, Artesian Well Cylinders, etc.



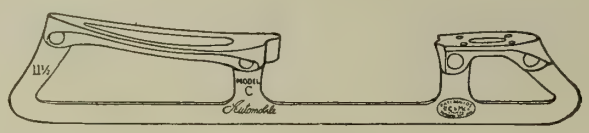
Just state your wants and we can supply them.

Aylmer Pump & Scale Co., Ltd., - Aylmer, Ont.

Western Representatives: Ontario Wind Engine & Pump Co., Toronto and Winnipeg

They've Made Good

Our line of skates have turned out to be the largest sellers of the season, and justly so, for we believe there are no skates on the market so good in appearance, strong in wearing qualities or fine in finish.



We have advertised heavily our aluminum top "Automobile" Skate, Model "C." It is a unique and an exclusive line that has caught on. Our Model "B" steel top "Automobile" Skate takes the first rank in its particular class—Positively the very best on the market.

The other lines are equally good and as far ahead of their competitors as Model "C" and Model "A."

Stock up for next year to-day—we will guarantee a strenuous advertising campaign.

The C. C. & M. Skate Line

These are the retail prices of the skates :

"Automobile," Model "C"
Aluminum tops, nickel steel blades, both round and pointed toes $5 00

"Automobile," Model "B"
Steel tops, plated and polished, nickel steel blades, round toes 4 00

"Automobile," Model "A"
Steel tops, plated and polished, nickel steel blades, made with and without puck stops .. 3 50

Ladies' Auto
A very light and dainty model made specially for ladies, in sizes 9, 9½ and 10 only .. 2 50

Cycle 25
A high-grade double-end skate, with whitened steel tops and laminated and tempered steel blades, highly polished and plated 2 50

Cycle 5
Whitened steel tops, flanged, curved runners of laminated and tempered steel, highly plated and polished 2 00

Cycle 15
A high-grade single-end skate, with laminated and tempered blade, whitened steel tops 1 50

Arctic Special
This is a new double-end model, with blade of high-grade untempered steel, same design as Cycle 25, divided foot and heel plated of whitened steel, strong and of fine appearance 1 50

Yukon
Whitened tops, single-end, blades of high-grade untempered steel, well finished 1 25

Klondike
Curved blades of high-grade untempered steel, highly plated and polished, whitened steel tops..... 1 25

Model 20B
Same blade and top as "Yukon" and same material, but not nickel-plated 75

Write for New Catalogues.

Canada Cycle & Motor Co., Ltd.

Toronto

JAMES HUTTON & CO., Montreal, are Sole Agents in Canada for several Sterling British Manufacturers.

The principal are

Joseph Rodgers & Sons
LIMITED

SHEFFIELD, ENG.

Cutlers to His Majesty King Edward VII

AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE:

STEEL, PEECH & TOZER, Limited, Sheffield, England—STEEL Axles, Tires and Spring Steel. "Phoenix" Locomotive Spring Steel is the ACCEPTED STANDARD in Canada.

W. & S. BUTCHER, Sheffield, Manufacturers of RAZORS, FILES, etc. These lines have a sound reputation and are handled by all leading Hardware Merchants throughout Canada.

THOS. GOLDSWORTHY & SONS, Manchester—EMERY, EMERY CLOTH, etc.

By Special Appointment to H.M. King Edward VII

Burroughes & Watts
LIMITED

Billiard Table Manufacturers, LONDON, England

Have been awarded the GRAND PRIX, the Highest Possible Award, at the FRANCO-BRITISH EXHIBITION.

THOS. JENKINS & CO., Birmingham—Fusees and Fog Signals.

JAMES HUTTON & CO.

SOLE AGENTS FOR CANADA

232 St. James Street, - MONTREAL

High Grade Cutlery, Electro-Plate and Solid Nickel-Silver Flatware

that is fast becoming one of the most popular and profitable lines in Canadian Hardware stores.

Absolutely the best made celluloid handle knife on the market. We are making a specialty of this line, and invite comparison. Be sure to specify our lines when ordering from wholesaler.

The McGlashan, Clarke Co., Limited

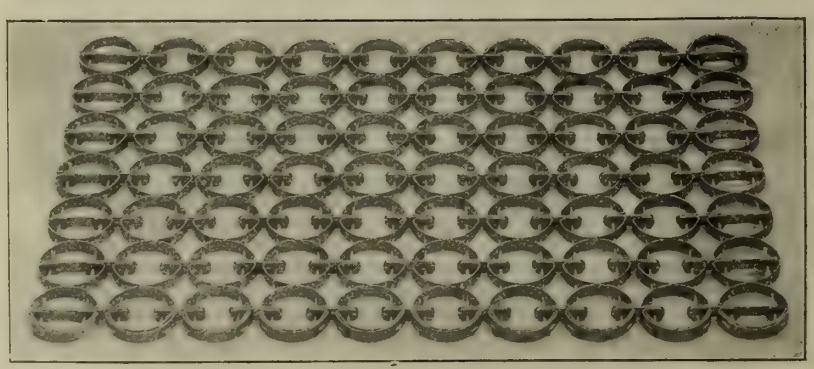
Niagara Falls, Canada

Cary's Everlasting Flexible Steel Mats

Cary Manufacturing Co.,
New York

Reversible, Self Cleaning,
Strongly Re-enforced Edges.

Guaranteed to outwear many times any other mat made.



BOX STRAPPING
BOX FASTENERS
PAIL CLASPS
BUNG FASTS
CRATE HINGES
PROTECTIVE SEALS
Etc., Etc., Etc.

E. F. Dartnell, Agent

157 St. James Street - - - Montreal

Telegraph Address, "Dartnell, Montreal." Bell Tel. Main 2984

DECATUR, BULL & CO., MONTREAL, Sole Canadian Agents.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

ENAMELED WARE

The Most Complete Stock in the West : :

Book Your Spring Orders With Us : :

Wholesale Hardware **REVILLON BROS.** *Edmonton Alberta*
Limited

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.

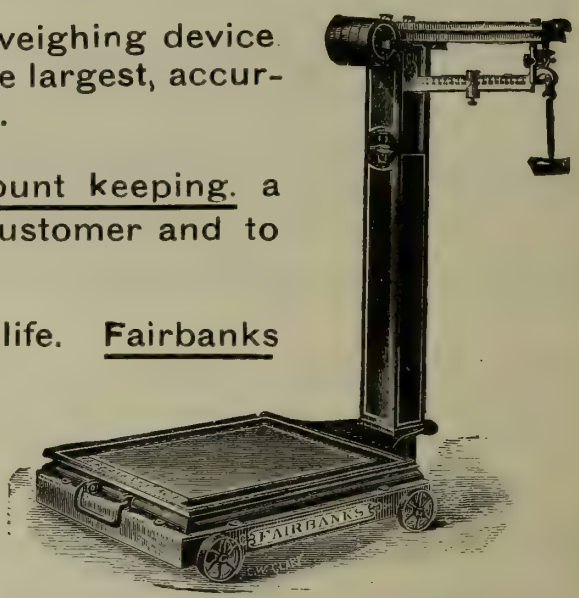
Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHE
MONTREAL

FAIRBANKS STANDARD

SCALES

ALL KINDS ——— ALL SIZES



¶ Every scale a perfect weighing device. From the smallest to the largest, accurate, strong and reliable.

¶ Accuracy means account keeping. a square deal to your customer and to yourself.

¶ Strength means long life. Fairbanks Scales have lasted for years and still are in daily use.

¶ Reliability means satisfied customers and a general feeling of trust.

¶ You cannot afford to be without Fairbanks Standard Scales for your spring trade. Remember there is 75 years experience and a world-wide reputation behind them. This reputation is yours if you sell a Fairbanks Scale.

Factory—Sherbrooke, Que.

The Canadian Fairbanks Co., Limited

Montreal

St. John, N.B. **Toronto** **Winnipeg** **Calgary** **Vancouver**

Malthoid Roofing

is made of the highest grade of wool felt, thoroughly saturated with a non-drying gummy compound that remains soft and pliable in extremes of temperature and is absolutely **Water-proof.** It is coated with a non-oxidizing weather proof coating. This combination produces a roof covering good for all time, in all climates, under all conditions. It is water proof, weather proof, fire-proof and easy to apply.

Samples and Prices on Application

Bas-ka-no and Lin-una

Tapestry Burlaps

Latest shades and colors for house, public building and all interior decorations.

Send for Sample Books and Prices

THE

Winnipeg Paint & Glass Co., Ltd.

"H. & C." Wrought Steel Registers

All Styles

Why not

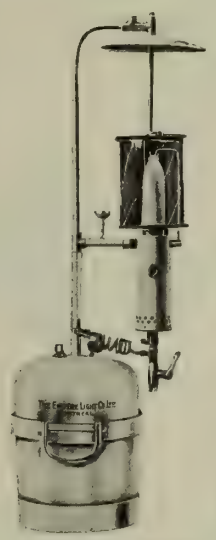
USE THE BEST

when they

COST NO MORE

Write for catalogue and prices

The Hart & Cooley Co., New Britain, Conn.



"H. T. PORTABLE"
1,000 C. P.

MADE IN A VARIETY OF STYLES AND SIZES

Agents Wanted

(Hardware Merchants)

For the Most Efficient and Satisfactory System of

Lighting

in Existence

(Burns Coal Oil)

The "Empire" Light

☞ *Send for Terms*

The Empire Light Co., Limited

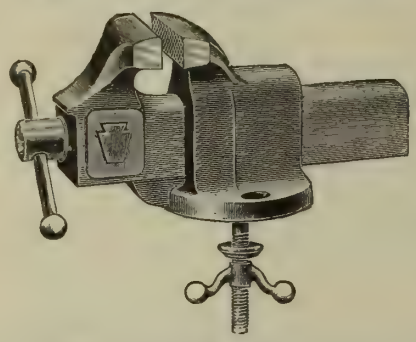
Packard Bldg., - Montreal

Established 1887 — Incorporated 1890

GENUINE HOLLANDS PIPE CUTTERS

Three Wheel or Roller Type

KEYSTONE BENCH VISES

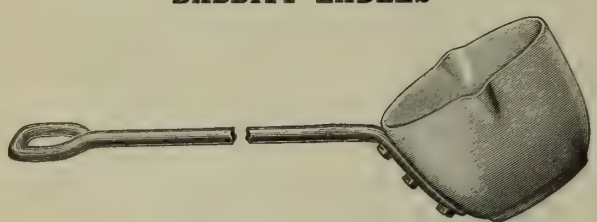


2¼", 3", 3½", 4" and 4½" Jaws
Stationary or Swivel Base

MALLEABLE IRON LADLES

3", 4", 5" and 6" Bowl
Double Lip

BABBITT LADLES



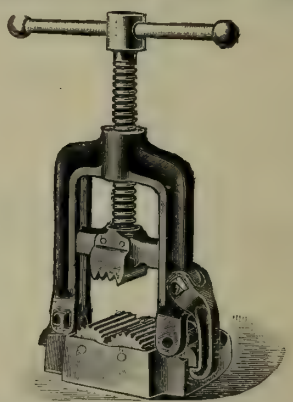
Cast Bowl Wrought Iron Handle
5" or 8" Bowl

Manufacturers of High Grade Machinists', Woodworkers' and Plumbers' Vises, Plumbers' Hand Tools, Etc.

MELTING POTS

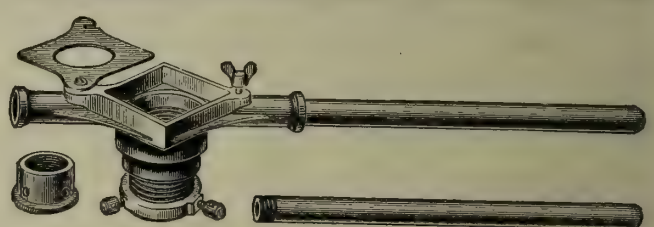
Cast Bowl Wrought Iron Bail
5", 6", 8", 9", 10", 12" and 13" Bowl

ROLLER JAW PIPE VISES



⅛" to 12" Pipe 5 sizes

MALLEABLE PIPE STOCKS FOR SOLID DIES



RATCHET PIPE STOCKS FOR SOLID DIES

No. 1 Size ⅛"—1" Pipe. No. 2 Size ½"—2" Pipe

WRITE FOR 1909 CATALOGUE AND PRICES

Hollands Manufacturing Company

Erie, Penna., U.S.A.

Auto Spray

Compressed-Air Automatic

Best hand sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

CAVERS BROS.

Manufacturers, - GALT, Ont.

GALVANIZED SHEETS

"LA BELLE"

THE MOST PERFECT AND RELIABLE SHEET ON THE MARKET

Drummond, McCall & Co.

MONTREAL AND TORONTO

If you want the **whitest** Lead —the **finest** Lead—the Lead with the **longest life**

ORDER

Stephens

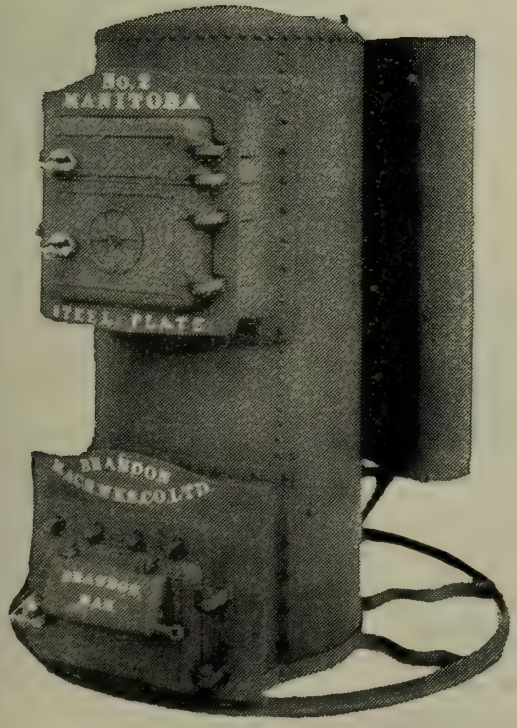
House Painters' Perfect

Made with the finest English Carbonate Lead ground in our Refined Linseed Oil.
All orders for this brand shipped same day as received.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

WINNIPEG - - CANADA



We Want Agents

to sell the

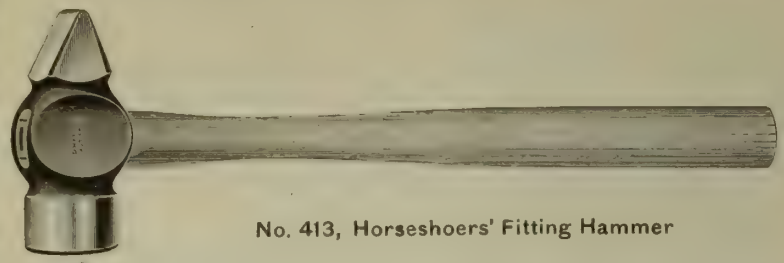
Manitoba Steel Plate Furnace

We want a good hardware man in every town to handle our furnace. It will burn Souris and other soft coals mined in the West, and it will burn them economically. It is the furnace Western people have been looking for. If you are from Missouri, so much the better. Ask us and we will show you.

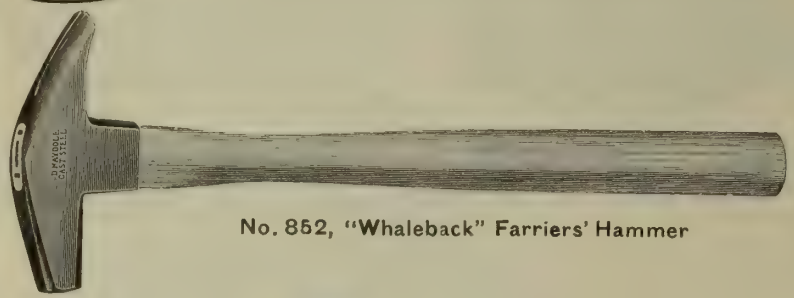
The consumer saves 25 to 40 per cent. on fuel when he uses the Manitoba.

The Brandon Machine Works Co., Limited

Brandon, Manitoba



No. 413, Horseshoers' Fitting Hammer



No. 852, "Whaleback" Farriers' Hammer

The Best Flux known for Welding

IRON to IRON

Cherry Heat Welding

TRADE MARK

REGISTERED AUG. 22 1905

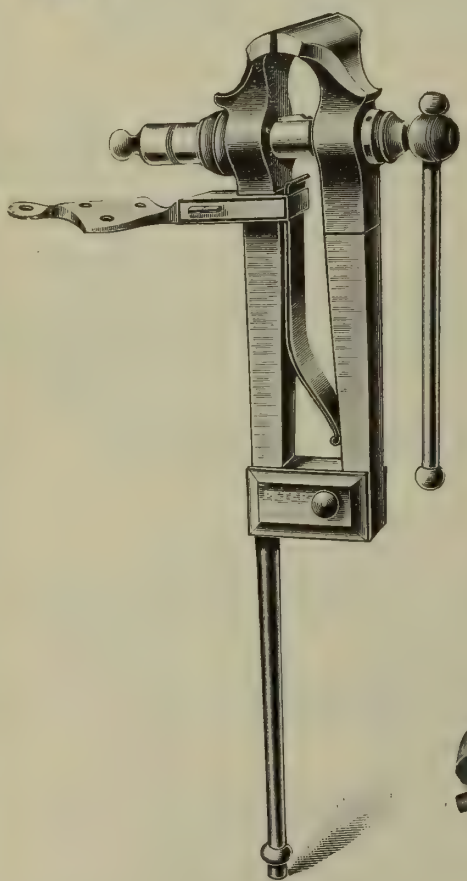
COMPOUND

STEEL to STEEL

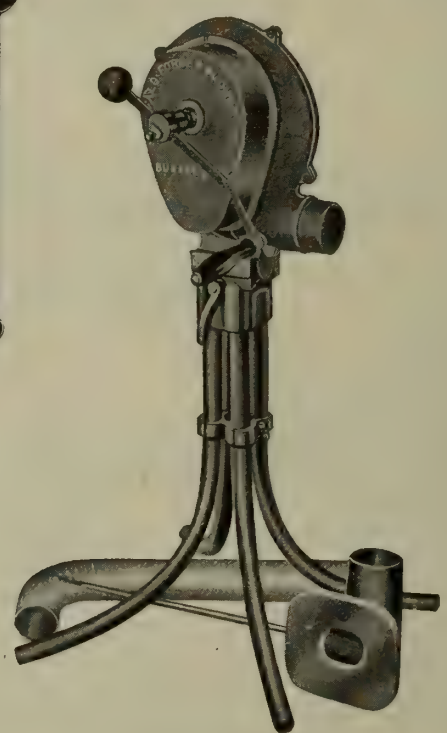
And MALLEABLE Iron to Steel.

The Blacksmiths' Trade

always booms in the spring. Are you fully supplied with all the tools the farriers and blacksmiths need ? We have all the best makes of hammers, anvils, forges, bellows, blowers and vises. Large contractors, lumbermen, mining companies and prospectors also use large quantities of these goods and their trade is worth looking after. We have the sort of goods they want. Let us hear from you as to your requirements or ask our travellers when they call on you.



No 13 Wrought Vise, 25 to 100 lbs. each



No. 99, Buffalo Blower

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, **MONTREAL.** Warehouse at **WINNIPEG, MANITOBA.**

Showrooms, **TORONTO**, 77 York St. **OTTAWA**, 111 Sparks Street,

QUEBEC. FRASERVILLE.

From Top to Bottom

of this list, each and every article is benefitted by a liberal use of BON AMI, the cleaner and polisher at one operation.

These articles are to be found in every home, which shows the wide field of utility of BON AMI.

Therefore you run no risk in ordering BON AMI. It is bound to sell because everyone wants it.

CAN BE HAD FROM ANY WHOLESALER FROM OCEAN TO OCEAN

Cases of 3 doz. $1.19 per doz., or $14.28 per gross

F.O.B. wholesaler's shipping point.

Lots of 5 gross, $13.40 per gross

Delivered to any railway station from Halifax to Vancouver.

Terms: Net 30 days.

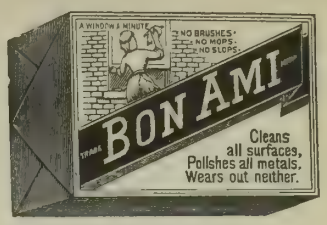
Agents in Canada

HUDON, HEBERT & CO.

LIMITED

Montreal.

The most liberally managed firm in Canada.



GLASS and PORCELAIN
- Windows
- Mirrors
- Show Cases
- Lamp Shades
- Chimneys

METALS
- Brass
- Nickel
- Copper
- Tin
- Silver
- Gold

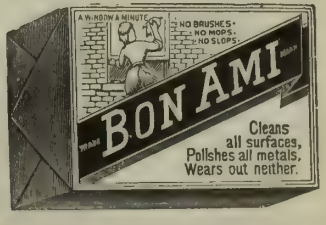
CELLULOID

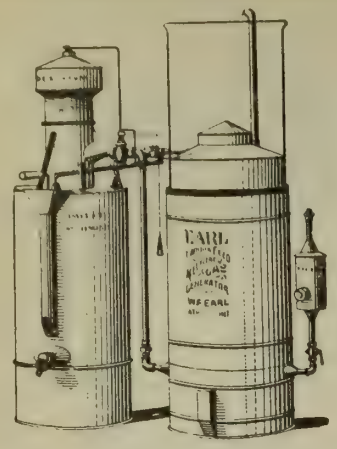
MARBLE WORK

WOODWORK

OILCLOTH

PAINTED SURFACES





Earl Automatic Carbide Feed Generator

has been pronounced the best on the market. Because it feeds the smallest amount of carbide. Because the pressure of gas remains the same at all times. —Two mighty good points—all the operating parts are right at hand (easy to learn). Simple, safety locking devices, built right, perfect agitator—will not clog pipes or burner tips, sold under a positive guarantee.

Permitted by fire underwriters—no extra insurance—cooking with gas ranges and hot plates. Is perfect for hot Kitchens, Hotels, Hospitals, Camps and Cottages. Perhaps you think such a superior generator is expensive, but it isn't. Made in sizes from 5 to 500 lights.

Write for prices and catalogue—It will appeal to you.

W. F. EARL, - - Athens, Ont.

Baby Knife Switch

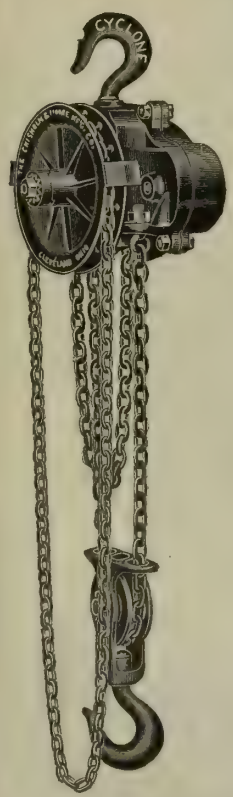
No. 1439A

Baby Knife Switch

No. 1438A--15 Amperes, 125 volts
No. 1439A--25 Amperes, 125 volts
Complies Absolutely with Underwriters' Rules

NOTE---Double spring contact, and method of securing the contacts to base by means of a slot in the porcelain and retaining screws.
NOTE---Appearance and design. And the price is RIGHT.

The R. E. T. Pringle Co., Limited
Winnipeg Montreal



Moore's Anti-Friction and "Cyclone" Hoists

For High Speed Purposes.

Colonial Anti-Friction Metal

New Process Hardened Lead
For BEARINGS. 50 per cent. less FRICTION.

Representing HERMANN BOKER & CO., Montreal and New York.

"NOVO" and "INTRA" Steel Self-Hardening Steels

Cast Steel and Steamtite

WM. ABBOTT
334 St. James St., - MONTREAL

Three Reasons Why You Should Not Give Shelf Room to Imitations

Reason No. 1. Because they are not made from gypsum rock, as is Alabastine. They are whiting and glue—kalsomine—and other out-of-date preparations that nobody wants.

Reason No. 2. Because they are not advertised one-tenth as largely to the public as is Alabastine. We help the dealer sell Alabastine—don't expect him to do the whole thing.

Reason No. 3. Because we have REAL sales plans to help the dealer.

ORDER ALABASTINE

From your jobber or direct from Alabastine Co., Ltd., Paris, Ont.

HAMMOCKS

Have you considered this matter ?

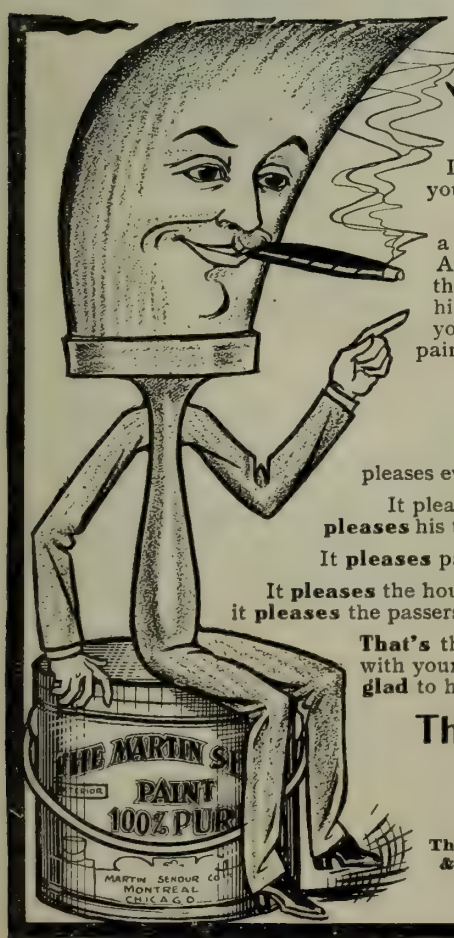
You can make your Hammock Department one of the best paying departments in your store by selling "STAR BRAND HAMMOCKS"

Manufactured by

The Dominion Hammock Mfg. Co., Limited

DUNNVILLE, ONTARIO

Send for Catalogue with price-list and discounts, through your jobber



The Faculty of Making Friends

It's fine business brother, when you can make a friend of everybody that comes into your store. And it isn't so hard to do, either.

Take for instance the paint proposition. If a man comes into your store and you make a lot of promises that the paint don't fulfil—that man is going to find it out some day. And when he does—well—you'll lose more than one customer. But on the contrary, if the paint **"makes good"** you make a fast friend and gain a lot more customers—he'll tell his friends. You can't recommend Martin-Senour paint too highly. Say almost anything you want—make almost any kind of a guarantee. We'll stand back of you—and the paint will stand back of us.

MARTIN-SENOUR PAINT
100 Percent Pure

pleases everybody. Dealer, painter, house-owner and passers-by.

It pleases the dealer because he sells so much of it, and because it **pleases** his trade.

It **pleases** painters because it spreads so evenly and easily.

It **pleases** the house-owner because it does not crack, peel or wear off and lasts well, and it **pleases** the passers-by because its rich colors are a delight to the eye.

That's the kind of paint for you to sell Mr. Dealer. Just drop us a postal with your name and address on it. We'll tell you a few things you'll be **glad** to hear about. Won't you send it now while it's on your mind?

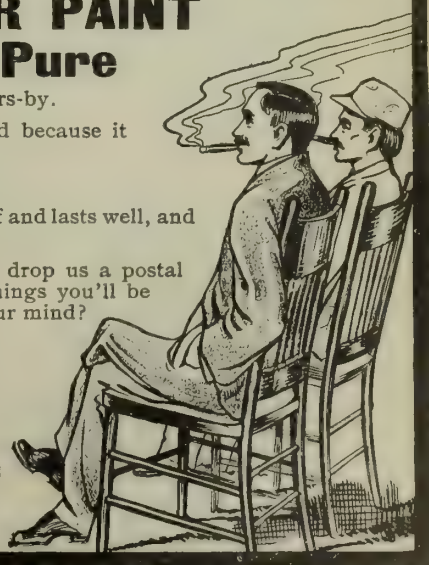
The MARTIN-SENOUR CO., Ltd.,
Pioneers of Pure Paint

Montreal

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

Chicago

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.



Animals at Pasture

always remain in the enclosure if they have around their neck

Pearson's Patent Horse Poke

It has many advantages over other pokes. Is made of the very best material and strongly finished. By the shape and design of the projecting end of the poke, when eating, it slides along the ground and is, therefore, the most comfortable ever invented for any animal.

MR. HARDWARE HUSTLER, you are perfectly safe in placing an order with us. If this poke is not what it is warranted to be, all money will be cheerfully refunded.

Send for our catalogue

J. H. Still Manufacturing Co.
Limited

St. Thomas, Ontario

The Best Fence for you to Sell
Is the
DILLON HINGE STAY FENCE

We adhere to the policy of "small profits on a large business" rather than "large profits on a small business" and the dealer thus reaps the benefit of high grade quality and low prices. In addition our fence posseses the exclusive feature—the hinge stay—which removes alll strain from the laterals, making it the best and cheapest fence on the market.

SEND FOR OUR CATALOGUE

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

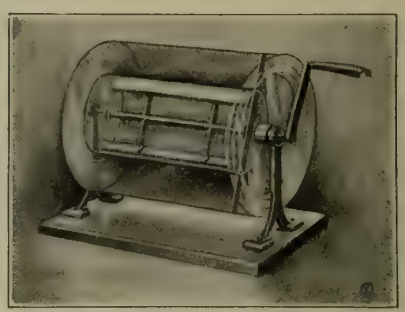
Newest, Cleanest and Quickest

The Mace Freezer

as used by the leading Cooking Schools for demonstration.

In the Mace New Departure Freezer we have taken a big stride in advance of all other Machines, in as much as we have at last perfected a Freezer which works in a Horizontal Position.

Good Profits. Made in Three Sizes.



Quick Sales. Same Price as old Styles.

Patented in Canada, Nov. 7th, 1905. Patented in U.S.A., Dec. 18th, 1906

This shows the small quantity of ice required, being about one-third as much as any other freezer on the market to-day, and as the ice and cream do not come in contact with the air, the mixture retains all of its original flavor.

The dainty freezer that requires only one packing of ice and does not make any dirt; can be made on your dining table without any leakage whatsoever. Salt or ice can not possibly get into cream as the openings are at opposite ends. One trial will convince you that MACE'S Ice Cream Freezer is superior to all others, the simplicity of construction, the large freezing surface, the even distribution of the contents, giving a perfect smoothness to the cream; and as the ice and cream do not come in contact with the air the mixture retains all of its original flavor, and it takes one-third of the ice that is necessary for all other freezers.

FOR PRICES APPLY

The Mace Mfg. Co., Limited
746 Notre Dame St. West
MONTREAL, - - CANADA
or any Wholesale Hardware, or Thos. Davidson Mfg. Co.

The New Way

See Here, Hardwaremen !

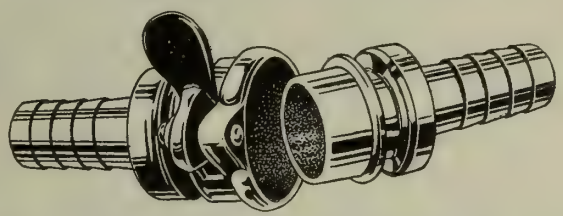
The cut on the left shows a tap connection made with the

TIME-SAVER HOSE COUPLER

On the right is a picture of what eventually occurs where a tap connection is made with ordinary couplers

The Old Way

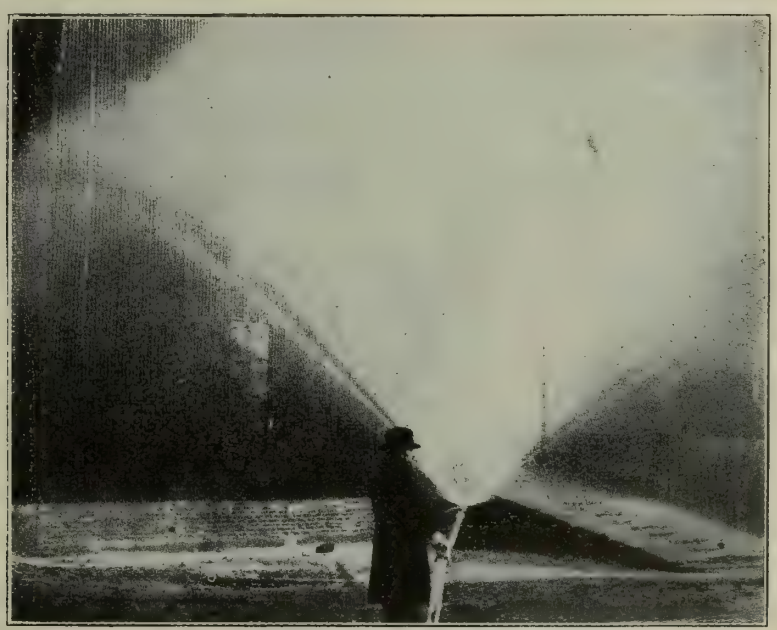
Your talking points are : The Time-Saver has no threads and the washer is placed where it cannot get out. To make a connection, insert coupler on tap, then press the latch with the



thumb, and an absolutely water-tight connection is obtained INSTANTANEOUSLY. Ten connections can be made with the Time Saver in the time required to make one connection with an ordinary coupler.

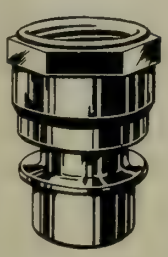
The two pictures immediately below show the new "T.-S."

NIAGARA SPRAY NOZZLE



With this nozzle a solid stream may be instantly turned into spray, thus doubling the fire-fighting efficiency of a stream of water, as the spray entering a burning apartment is at once converted into steam which will extinguish a fire more rapidly than water. The Niagara Nozzle can be shoved into the burning room and left there until its work is completed, as it will not shift its position, and works just as well as if a man were holding it. The "T.-S." garden nozzle throws a fourteen foot spray.

Are you selling these splendid lines ? Better sit down and write us for our complete price list and trade discounts.



The Time-Saving Coupler Co.

Limited

W. F. Musgrave, Manager

166 Bay Street - Toronto, Ont.

Wm. Stairs, Son & Morrow

LIMITED

HALIFAX, N. S.

FOUNDED 1810 INCORPORATED 1900

IRONMONGERS

HEAVY HARDWARE and METALS

SUPPLIES FOR

Plumbers, Steamfitters, Collieries.

OUR AGENCIES

SCOTIA BRAND READY MIXED PAINTS
ARTHUR JAMES, FISH HOOKS
ALLEN, WHYTE & CO., WIRE ROPES
IMPERIAL COTTON DUCK

GENERAL OFFICE AND WAREHOUSES

174 to 194 Lower Water Street.
2 - 4 - 10 - 12 Sackville Street.

E. M. DICKINSON'S

TRADE MARKS
THE MURRAY
ENGLAND
THE INVICTA
ENGLAND
EL DORADO
CAMBRIDGE & C°
ENGLAND
SHEFFIELD

CARVERS
CASED GOODS
TABLE CUTLERY

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Leading Wholesale Houses.

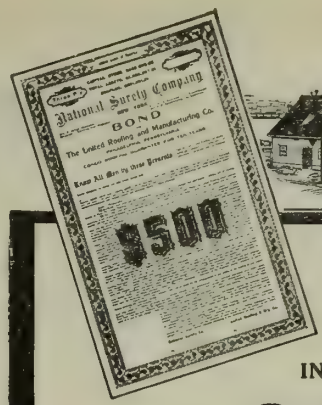
"Always Reliable"

Gasoline Combination Blow Torches

(Patent Appl ed for.)

furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any jobbing house in Canada.

OTTO BERNZ
13th St., Newark, N. J.



SURETY BOND

INSIDE EACH ROLL OF

CONGO ROOFING

With the 3-ply Congo Roofing sold hereafter there will accompany each roll a Guarantee Bond, issued by the National Surety Company, insuring to the purchaser a good roof for TEN YEARS AT LEAST. The bond covers that space of time—but we are very confident that with the ordinary care and attention called for Congo will last much longer.

Congo is so thoroughly durable, reliable and altogether satisfactory that we have no hesitancy in offering our customers this security.

Congo has achieved for itself a reputation as the "never-leak" roof, which it sustains through all vicissitudes of weathers and climates.

This bond is issued as a proof of our belief in Congo and the National Surety Company stands BACK OF IT and back of every roll of Congo made. We know its worth and usefulness and want everyone who has a building to roof over to know the satisfaction of a Congo Roof.

To-day is the time to write for a sample and full information regarding this special offer.

United Roofing & Manufacturing Co., Philade'phia, Pa.
Successor to BUCHANAN-FOSTER CO.

H. S. Howland, Sons & Co., Toronto; Starke-Seybold Co., Ltd., Montreal; Mechanics Supply Co., Quebec; S. Hayward & Co., St. John; Miller-Morse Hardware Co., Winnipeg; Geo. E. Smith & Co., Halifax; E. B. Prior & Co., Victoria, B.C.

"Fleur De Lis"

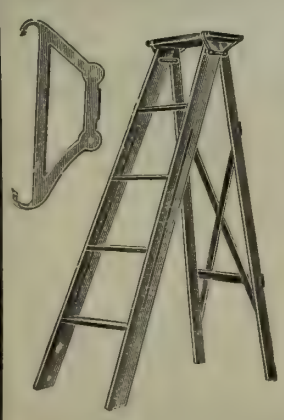
FLEUR DE LIS

WORKS WELL and WEARS WELL

Only surpassed by the extra coating of "QUEEN'S HEAD."

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch



STEP LADDERS

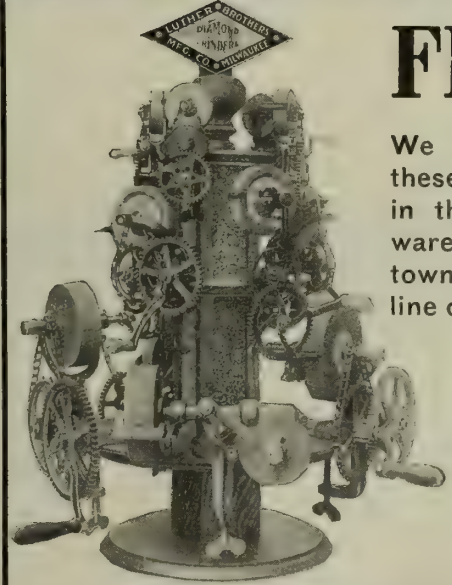
4 TO 12 FEET

Clear Norway Pine legs, hardwood steps, malleable iron clamp so that top step cannot come off. No strings or braces required. Also

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE, - - ONT.



FREE!

We want one of these display racks in the best hardware store in each town, showing our line of : : :

Carborundum Tool Sharpeners

Thirty Styles

of hand and foot power grinders, ranging in price from $1.50 to $15.00. The rack is golden oak, center column is glass, filled with beautiful Carborundum Crystals. They outrival sapphires or amethysts for brilliancy of color.

The Stand is a *Salesman always on duty* and a big trade booster. Write for our fifty-page catalog of grinders of every description. Our proposition of furnishing a display rack *free* will interest you.

LUTHER BROTHERS CO. Milwaukee, Wis.

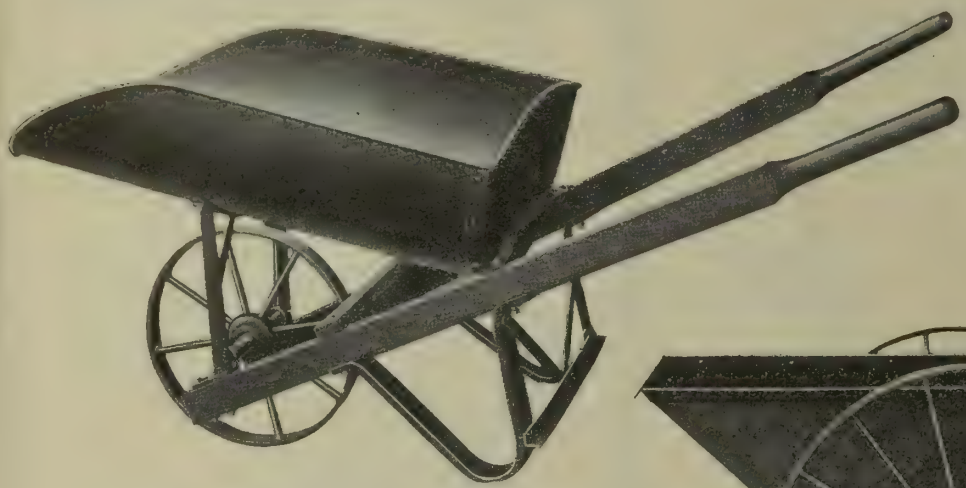
STERLING WHEELBARROWS and CONCRETE CARTS

We beg to advise the trade that we have secured the Canadian rights to manufacture the patented line of Roller Bearing easy pushing Wheelbarrows and Concrete Carts made by The Sterling Wheelbarrow Co., Milwaukee, Wis., and illustrate a few of the styles here.

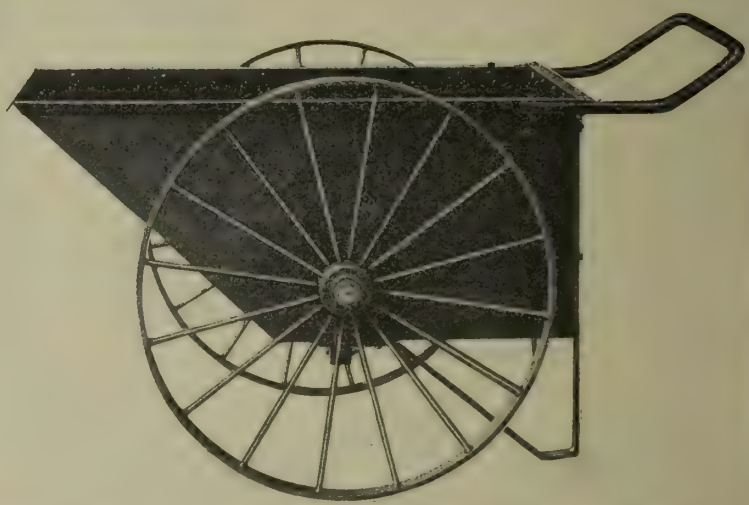
Roller Bearing Wheels, which lessen the effort of pushing 50 per cent., are one of the many points of superiority of these goods.

A Trial Order will Convince.

Write for Catalogue and Prices.



No. 2 Wheelbarrow



No. 1 Concrete Cart

No. 11 Tubular Coal Barrow

No. 4 Concrete Cart

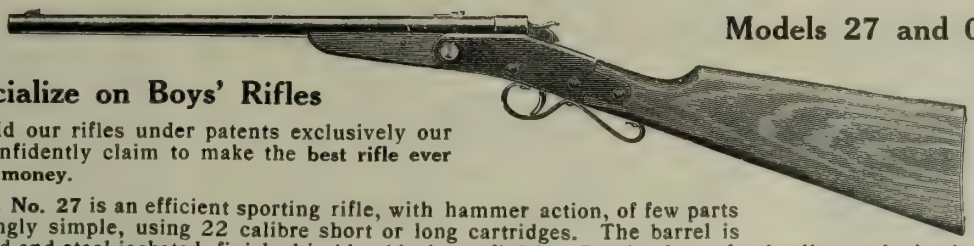
SELLING AGENTS

Alexander Gibb, Montreal.
Bissett & Loucks, Winnipeg.
John Burns, Vancouver.

The Meaford Wheelbarrow Co., Limited

MEAFORD **ONTARIO**

Quick Sellers **HAMILTON (22 Calibre) RIFLES** Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

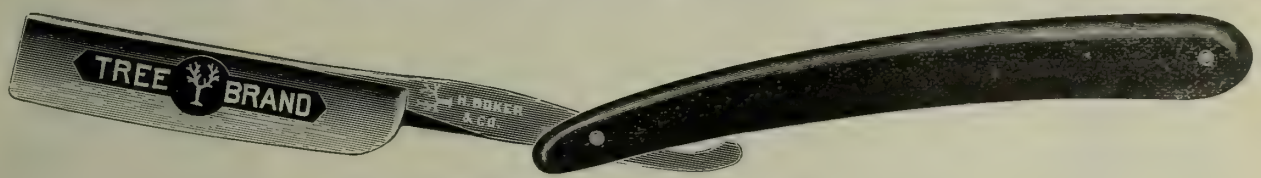
MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

H. BOKER & CO.'S RAZORS



NONE GENUINE WITHOUT THE TRADE MARK TREE

Trade Mark

Razors are being offered to the Trade as Boker's Make without the Tree! Beware of such! Look for the Trade Mark Tree. Refuse all razors without the Tree as Boker's. It is your assurance—your customer's guarantee. Tree Brand Cutlery is a LEADER. Noted throughout the world for Quality Supreme.

For sale by Leading Wholesale Hardware Houses.

We wish to assure Hardware Dealers, Clerks, Travellers or Manufacturers who use our "want ad." columns that by using a box number all information given us is

Strictly Confidential

We will not divulge under any consideration the name of the advertiser. Moreover, when requested to do so, we will forward replies in *plain envelope*, making it absolutely impossible for even your next door neighbor or fellow clerk to know anything about the advertisement you have inserted.

Rate for Condensed Ads.—2 cents per word first insertion. 1 cent per word subsequent insertion. 5 cents additional each insertion when Box Number is required. This covers cost of mailing replies to you.

Hardware and Metal, Montreal, Toronto, Winnipeg

The Most Reliable Razor In The World

is

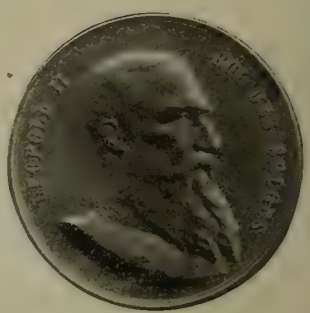
The AutoStrop Safety Razor

We can prove it. You can prove it. Our customers are daily proving it.

The AutoStrop Razor is the only self-stropping razor in existence. It is therefore the only perfected safety razor.

With *The AutoStrop Safety Razor* you have a freshly stropped, new, sharp edge each time you shave, and never know a dull blade. You can shave with ease and comfort in a steamboat or a moving train without fear of cutting your face. The stropping is done in half the time it takes to put a new blade into other razors.

The cleaning is simplicity itself, a second under the tap and a quick wipe with a cloth—no unscrewing or taking apart.



AutoStrop blades last many times longer than those of other safety razors.

A customer writes us to-day

> Orillia, March 9, '09
>
> Gents:
>
> I started using your Razor in January, 1908, and only put in second blade, February, 1909.
>
> Yours truly,
>
> D. M.

The Standard Set, consisting of one Quadruple Silver Plated *AutoStrop Safety Razor,* Genuine Horsehide Strop and 12 Blades, all in neat leather case

$5.00 Retail.

Liberal discount to the Trade. Write us at once for a sample to try.

The AutoStrop Safety Razor Co., Ltd

14 St. Helen St. - - - Montreal

Sell at Sight

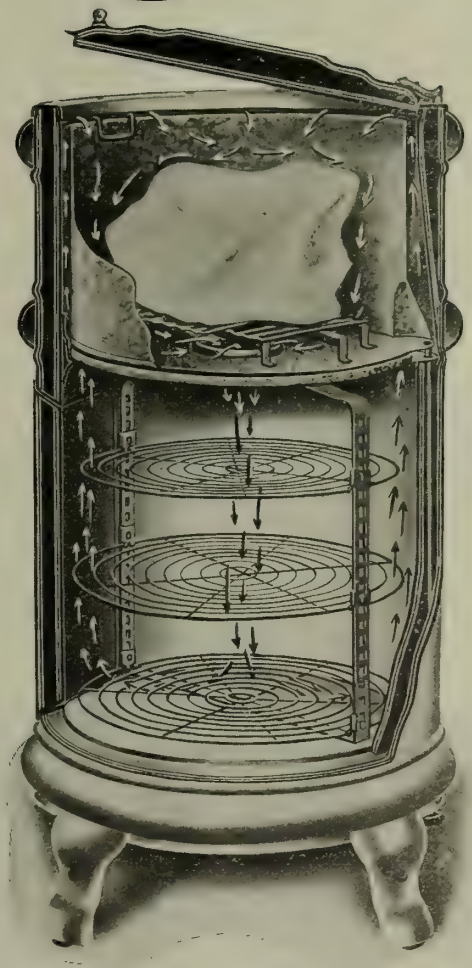
White Frost Refrigerators

The **"White Frost"** is the absolutely sanitary Refrigerator. There are no nasty corners to "dig out," there are no cracks or seams wherein germs and dirt can lodge.

The inside, as well as the outside, is enamelled spotless, snowy white, and the enamel is **baked on.**

The insulation is perfect, the space between the steel walls being filled with **Aerofelt** and **Maltha,** the best, as well as the most expensive, non-conductors known. Because of this perfect insulation, the **"White Frost"** is most economical of ice.

The hinges, locks and trimmings are of solid brass. The castors are of the latest type of ball-bearing.



The shelves revolve—save all "reaching over"—and are easily removable and as easily replaced, making it an easy task to keep clean and sweet.

The refrigeration is in harmony with natural law. The cool air drops down through the provision chamber, forcing the warmer up to the ice chamber, where it is again cooled and again drops down, maintaining a constant circulation of cold, dry air, keeping contents sweet, pure and natural.

The whole interior may be quickly removed and replaced.

No other Refrigerator compares in certain sanitation, perfect refrigeration, economy in ice, handsomeness of appearance, durability, convenience and all-round excellence, with the **"White Frost."**

Every housewife wants the **"White Frost"** as soon as she sees it. Every woman who has a **"White Frost"** is a continuous advertisement for it. The dealer who sells **"White Frost"** has the refrigerator trade of his town and will hold it as long as he sells the **"White Frost."**

Get your orders in without delay, as the demand is big and growing.

LEWIS BROS., Ltd.

Distributors for Canada

Montreal Toronto Ottawa Winnipeg Vancouver

Get Your Share

There is big profitable business in Genasco Ready Roofing for wide-awake dealers.

We have created a steadily increasing demand by our campaign of national publicity. It has cost us thousands of dollars, but it is keeping dealers busy—the dealers who realize what a big help we are giving them.

Genasco
Ready Roofing

is a great seller. We tell everybody what it is made of—Trinidad Lake Asphalt. They know this is a natural and everlasting waterproofer. That inspires confidence, which is turned to complete satisfaction in the use of Genasco.

No wonder we have had to work overtime to fill dealers' orders.

They are get ing their share of the Genasco business because they are clinching the stirred-up sales in their own territory. It is just as easy for you to do that, too. Get your share of this business now.

Mineral and smooth surface Genasco Roofing. Guaranteed by our thirty-two-million dollar organization.

Write to-day for samples and full information.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of Asphalt and largest manufacturers of Ready Roofing in the world.

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

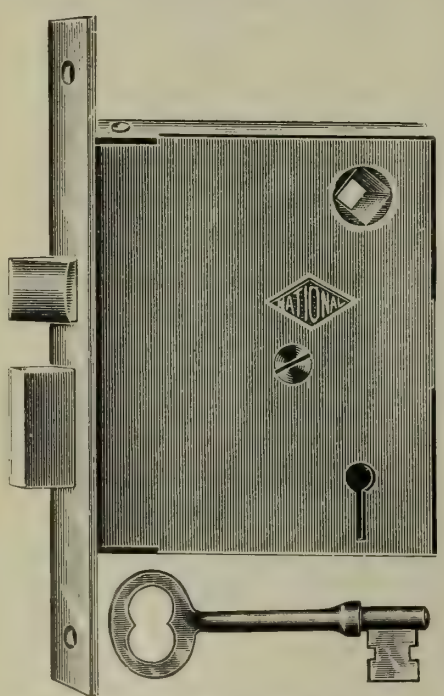
Roofer's Supply Co., Ltd., Bay and Lake Sts., Toronto
Alex. McArthur & Co., 82 McGill St., Montreal

GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK REG U.S.PAT OFF

D. H. Howden & Co., Ltd., 200 York St., London, Ont.
Crane Company, Vancouver, B.C.

WE CAN SUPPLY YOU

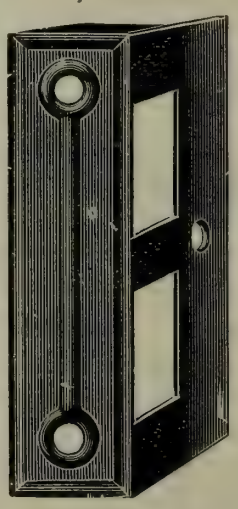
with brisk-selling, reputation-making Builders' Hardware at the right prices for continued good profits. In **PRESSED STEEL GOODS, LOCK SETS IN CAST BRONZE,** and in all stamped lines our stock is very complete, the designs being new and very attractive.

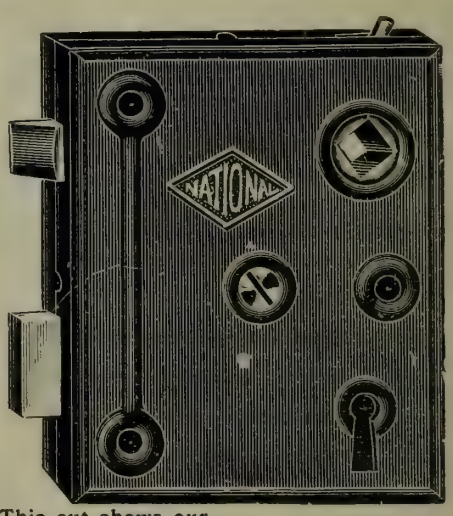


This is an especially thin and small

MORTISE LOCK

Particularly adapted for light, thin doors, yet having all the strength of a much heavier lock.





This cut shows our

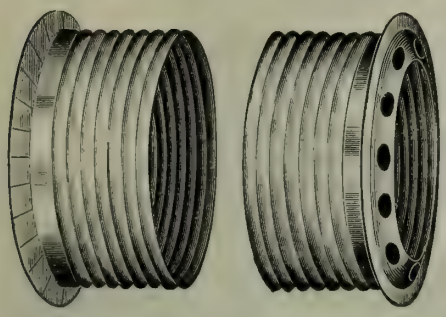
NEW STEEL RIM LOCK No. 3800

The only Steel Rim Lock manufactured in Canada. Your reputation no less than your profits will be enhanced by recommending this lock.

ALL THE LEADING JOBBERS HANDLE OUR GOODS. ASK YOUR JOBBER!

National Hardware Co., Limited, Orillia, Ont., Canada

O.K.
Adjustable Thimbles



are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

ROSS BROS.
LIMITED

WHOLESALE HARDWARE

We are headquarters for

Plasterers' Hair

See our travellers before ordering elsewhere

EDMONTON, ALBERTA

The
Condensed Ads.
on page 226
will interest you

Martin's Store Ladder
Low Down High

For all merchants that carry merchandise on shelves enquire of E. R. CASE, Toronto

A Few Testimonials

Rockford, Ill., May 27, 1908.

Mr. S. B. Martin, Dalton, Ohio,

Dear Sir,—Ladder is very satisfactory—the new track holds up and were we fitting a "string of stores" we should place your ladder in each one of them.

Very truly,
Hunter Hardware Co.

Toronto, Ont., Sept. 28, 1908.

Mr. S. B. Martin, Dalton, O.

Dear Sir,—We are well pleased with the "Low-Down-High" Ladder you installed in our warehouse some weeks ago. We find same works very easily and smoothly and makes the work of filling orders from the shelves a very easy matter compared with the old style of ladders. We will be glad to receive quotations for Ladders for other parts of the Warehouse.

Yours truly, T. Woodbridge & Co.

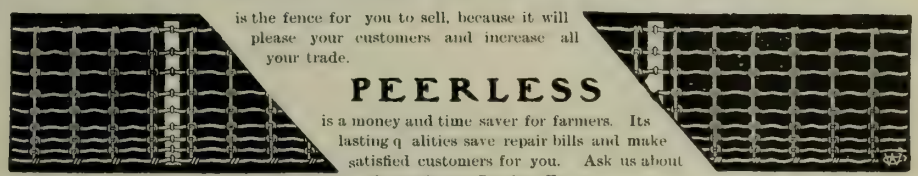
HERCULES
Sash Cord

Buy the Best.
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Queen City Water White Oil
GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

THE FENCE THAT SAVES EXPENSE

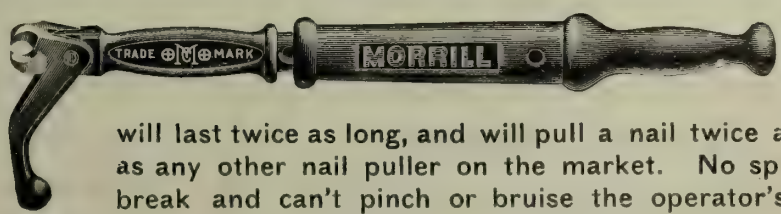


is the fence for you to sell, because it will please your customers and increase all your trade.

PEERLESS

is a money and time saver for farmers. Its lasting qualities save repair bills and make satisfied customers for you. Ask us about the profits on Peerless Fence.

The Banwell Hoxie Wire Fence Co., Ltd., Dept. J, Hamilton, Ont. Winnipeg, Man.



This Nail Puller will last twice as long, and will pull a nail twice as easily as any other nail puller on the market. No springs to break and can't pinch or bruise the operator's hands.

Chas. Morrill : : 271 Broadway, New York

The Toronto Plate Glass Importing Co., Limited
(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - - - - - $1,400,000.00
ASSETS - - - - - - - - - - 2,162,753.85
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

Joint Deposit Accounts

are a special convenience arranged for customers of THE METROPOLITAN BANK. Money can be deposited or withdrawn by husband or wife. Particularly valuable for farmers and town residents.

Money Orders and Drafts sold at lowest rates.
Farmer's Sale notes collected and advances made thereon.
SAVINGS DEPARTMENT—$1.00 or more opens an account, interest allowed from date of deposit.
You may deposit or withdraw money by mail.

The Metropolitan Bank

Capital Paid Up : $1,000,000
Reserve Fund and Undivided Profits $1,277,404,49

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

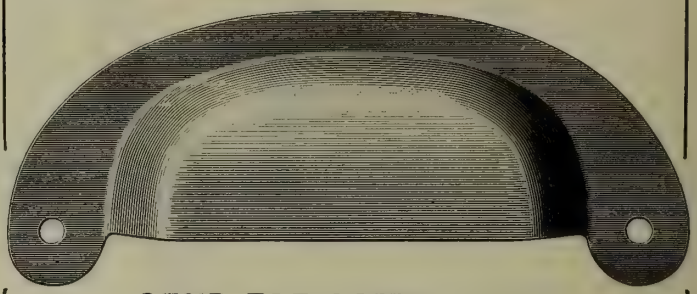
will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG

Save Money —IN— Drawer Pulls



SEND FOR SAMPLE AND PRICES.

WE ALSO MAKE THE

Celebrated Shelby "Champion" Double Acting Spring Floor Hinges

The Standard Mfg. Co.

SHELBY, OHIO., U.S A.

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.
Open Now. Closes on May 1.

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

Star Safety Razor

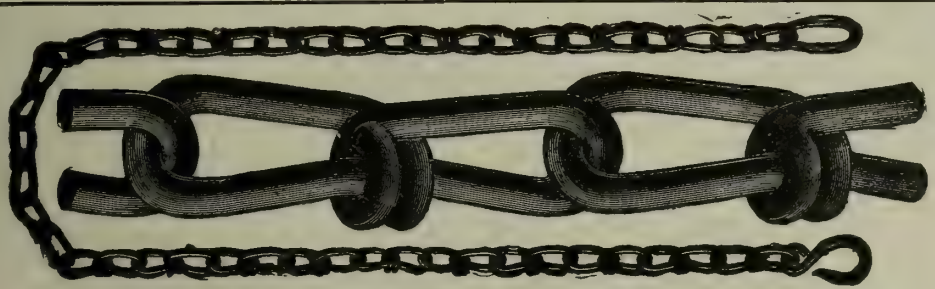
(The Pioneer)

is conceded by practical cutlers, and millions of users to be the **best Safety Shaving device in the world.** It is in a class by itself, being the **only Safety Razor** having an extremely keen **blade** that is made from double refined Sheffield steel that will **last for years** with practically no expense. It will pay dealers to stock **Star Safety Razors,** for with every sale they make a friend and customer. Why? Because they are giving value for money invested and selling an article that will positively give satisfactory results. (Over seven million have been sold in the past thirty years.)

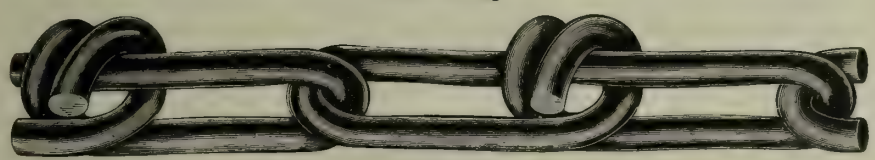
Write for catalogue and export quotations.

Canadian Representative:
W. R. B. LESLIE
6 St. Sacrament St.,
Montreal, Canada

KAMPFE BROTHERS, Mfrs.
8-10-12 Reade St.,
New York City, N.Y.



Before Testing



After a Test of 2315-lb. Strain

NEW PROCESS
Steel Wire Trace Chains

At this strain the links pulled into straight lines, but did not break.

All our chains are now made under the new process.

Every chain guaranteed.

The B. Greening Wire Co., Ltd.
Hamilton, Ont. Montreal, Que.

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

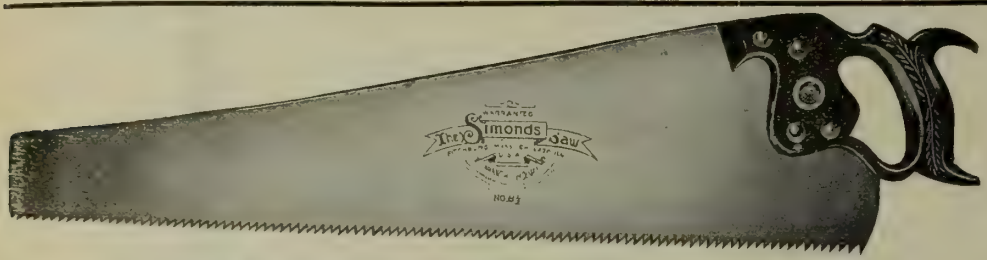
Two Strong Sellers—Everywhere

PRACTICAL DELIVERY WAGON.—Best on the market for Grocers, Butchers, Printers, etc., guaranteed to carry from 500 to 700 lbs. Hardwood body, 36 x 18 x 6 inches, painted red, striped and varnished. Wheels 14 inches, iron spokes and tires, gears made of heavy band steel.

BABY 3-4 GO-CART.—Latest design, drop front. Wood body in green or tan color, upholstered in leatherette, or without upholstering. Leatherette hood, unlined. Iron or rubber tires. Compact, convenient, strong, handsome. You can sell lots of them.

Write for Catalogues "A" and "D"

THE GENDRON
Manufacturing Company, Limited
TORONTO, CANADA



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.
Fitchburg, Mass.
Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

N. STAFFORD CO. EST. 1857
BURNING BRANDS, STENCILS, STEEL STAMPS & LETTERS—NAME PLATES, CHECK-BADGES
67 FULTON ST. NEW YORK.

TIME, TRADE and TOOL CHECKS

Any quantity. Low export prices. Quick deliveries.

NAME and NUMBER PLATES, ENAMEL, GLASS and METAL LETTERS and FIGURES

We want the best Hardware Dealer in every Canadian town and city as our exclusive agent.

N. STAFFORD COMPANY
Established half a century.
67 Fulton St., New York

A Man Who Can Earn $72,000 a Year

in a big establishment must know pretty nearly all that is worth while about "Salesmanship." Hugh Chalmers, of Detroit, is the man who climbed the $72,000 ladder. He knows how to "hire, manage and supervise men," and when he talks, it is in a racy style.

His views—snappy, bright and terse—appear in the April number of Busy Man's Magaziue. The article is thus written by one who knows—one, who at 29 years of age, was vice-president and general manager of a plant employing 5,000 persons, and directed a selling force of 500 men.

Business men—young men especially—should read this article. It is inspirational. It will incite them to greater things, assist them to realize what constitutes true salesmanship, and practice the basic principles on which it rests.

Capitalized Himself At $1,000,000

annually was what Chalmers did when working as a salesman, and he declares that "Salesmanship is nothing more or less than making the other fellow feel as you do about what you have to sell."

There is no greater art in the commercial world to-day than Salesmanship. You can learn a lot about it—about progressive business systems and methods—by reading Busy Man's Magazine each month. It is a publication full of ginger, alive with personal precept, direct in daily application.

It reproduces the latest and best contributions on business, industry, commerce and politics, from the current magazines of the world, and has much bright, original Canadian matter as well. Annually, it is a big $2 worth; monthly, it is worth a great deal more than the price of a single copy—which is 20c.

Busy Man's Magazine

10 Front St. East **Toronto**

The ORIGINAL All-Metal

"Polar Star"

Ice Cream Freezer

The most inexpensive good articles of their kind on the market.

MADE IN FOUR SIZES.

Bread Cake and Biscuit Mixer

Genuine

"Red Devil"

High Speed Power Blades

"Green Book" on request. Gives full list and illustrations of Hardware Specialties.

SMITH HARDWARE CO., Ltd.

Manufacturers and Importers of Hardware Specialties, Etc.

2 and 4 Lemoine Street (Cor. St. Peter)
Montreal, Canada

Use Hardware and Metal Want Ads.

There are a hundred little services that a "want ad." in HARDWARE AND METAL can perform for you.

It can get a customer for you for any show cases, counters, or any other fixtures you are anxious to dispose of; it can secure for you a set of tinsmith's tools, a typewriter, a silent salesman or any other article which you are anxious to buy cheaply.

The wider your market the better the bargain you will be able to make.

Our "want ad." page will put you in touch with practically every Hardware Merchant in Canada, and out of our thousands of readers it seems reasonable to suppose that there will be some man who is looking for just such an opportunity as you have to offer.

Rates (payable in advance)

2c. per word for 1st insertion.
1c. per word for subsequent insertion.
5c. additional each insertion when box number is required.

Write or phone our nearest office.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

SPECIAL OFFER

We are authorized to give
500 SHIPPING TAGS
FREE
bearing your name and address printed in two colors with an order for 3 dozen half-pints GLOBE Polish.

GLOBE METAL POLISH

IT IS worth while to push the sale of Globe Metal Polish because you make large profits and your customers get entire satisfaction.

Globe Metal Polish is sold in both paste and liquid form (various sizes.) *Advertising matter supplied free, on request.*

LEWIS BROS., Limited
MONTREAL

Here is an article which will

Sell on Sight

A PURE BRISTLE DAUBER
with beautifully tinned malleable iron handle, to sell for
Ten Cents

Write for price in five gross lots.

STEVENS-HEPNER CO. *Limited*
Manufacturers
Port Elgin, Ontario

A good profit to the dealer in handling our lines of

Tents, Awnings Tarpaulins, Sails Flags, etc.

WRITE FOR PRICES AND NEW CATALOGUE COMING OUT

Thos. Sonne, Sr.
93 Commissioners St., Montreal

Canada's Leading Metal Polish

Contains no acid or grit.
Preserves metals.
Works easily and quickly.
Imparts brilliant and lasting lustre.
Will not injure the hands.

Royal Polishes Company, Montreal

AGENTS:
Winnipeg: H. W. Glassco & Co.
Halifax: J. C. Calder
Ottawa: General Supply Co., of Canada, Ltd.
Vancouver: Wm. Erichsen & Son
Sherbrooke: E. H. Bowen
And all dealers.

If You Try IT You Will Always Buy IT

HARRIS Heavy Pressure BEARING METAL

Is Positively an Anti-Friction Metal

Will not crack or beat out of bearings.

The Copper-Coated Cake

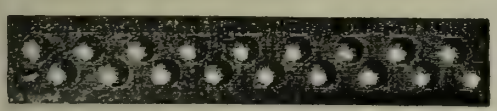
SOLD BY LEADING HARDWARES EVERYWHERE, AND MANUFACTURED BY

THE CANADA METAL CO., LIMITED, ***TORONTO, ONT.***

Warminton's Shipping Specialties

Improved Trojan Strapping
Individual hangers, 300 feet each

Self-drawing Wire Strapping
On reels of 5,000 feet each

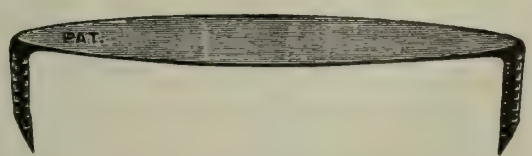


½, ⅝, ¾ 1 inch

Plain Cold Rolled Hoop
also
Galvanized Hoop
26, 27, 29 Gauge

3 widths

Clutch Nails
For corners of cases, made in different sizes



My New Cement-coated Pail Hook

J. N. WARMINTON

43 SCOTT ST., TORONTO — 207 ST. JAMES ST., MONTREAL, CAN.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

MANUFACTURER, hardware specialty wants agents for Ontario, New Brunswick, Nova Scotia, on commission. Selling wholesale and retail hardware trade. Box 802, HARDWARE AND METAL, Toronto. [12]

UNITED STATES firm manufacturing a fine line of sheet metals and sheet metal products, such as corrugated sheets, corrugated roofing, roll roofing, metal shingles, also complete line of galvanized buckets, pails, wash-tubs, etc., are anxious to secure good Canadian agents for Montreal, Toronto and Winnipeg. State lines already carried and address Box 814, HARDWARE AND METAL, Toronto. (13)

WANTED—Second-hand set tinsmith tools. J. W. Scott, Streetsville, Ont. (14)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

ELLIOTT-FISHER STANDARD Writing-Adding Machines make toil easier. Elliott-Fisher Limited, 513, No. 83, Craig St. W., Montreal, and 129 Bay Street, Toronto.

SECOND-HAND tinners' tools. For list apply to Box 807, HARDWARE AND METAL, Toronto. (12)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE BUSINESS FOR SALE in one of the finest farming sections of Ontario. Two railways. Stock about $4,500. Good reasons for selling. Address Box 782, HARDWARE AND METAL, Toronto. (11)

WELL established general hardware business in prosperous eastern Ontario town surrounded by excellent farming district. A good opportunity. Good reasons for selling. Box 812, HARDWARE AND METAL, Toronto. (12)

BUSINESS CHANCES.

WANTED—Partner wanted with hardware experience to join good tinsmith with established business in important town on the G.T.P railway. References furnished and required. State what capital. Complete particulars furnished on request. Apply Box 4, HARDWARE AND METAL, Winnipeg, Man. (13)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

IF YOU are looking for a side line to add to your business there is none better than COLUMBIA GRAPHOPHONES. Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want, while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or someone else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. Toronto Phonograph Company, Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

7,217—National Cash Registers were sold during May, 1908. That's more than were sold during May, 1907. The National Cash Register Company, F. E. Mutton, Canadian Manager, corner Yonge street and Wilton avenue, Toronto.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner lamps can be received by return mail by applying to our representatives or direct to THE PITNER LIGHTING CO., Limited, 36-38 Lombard St., Toronto, Ontario.

NOTICE—The Village of Langenburg, Sask., is installing a system of Fire Protection and the Secretary is open to receive quotations from manufacturers as to the prices of Chemical Engines and Manual Pumps. Write to The Secretary, Village of Langenburg, Langenburg, Sask. (12)

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

AS TRAVELER for hardware, stove, furnace, or plumbers' supplies, wishes to better position. Box 816, HARDWARE AND METAL, Toronto. (14)

TRAVELER open for new position. Has been calling on retail hardware trade in Ontario for fifteen years. Box 815, HARDWARE AND METAL, Toronto. (14)

STORE FOR RENT

NEW STORE to rent in Galt, Ont., opposite the Post Office. One of the best locations in town. It is now under construction, will be completed the first of April, 1909. Size, 40 ft. front, 100 ft. deep. Fine basement under whole building. For particulars address J. C. Deitrich, Box 915, Galt, Ont. [12]

TECHNICAL BOOKS

ESTIMATING, by Edward Nichols, Architect.—140 pp. 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

ELBOW CHART FOR TIN AND SHEET-IRON WORKERS—This chart is one of the most practical and convenient systems offered for drawing accurate patterns. It gives and rise of the miter line of elbows of any diameter and number of pieces for any angle, and is adapted to the wants of tinners, boilermakers and other workers in sheet iron and in heavy metals. Size 11 x 14 inches. On heavy Manilla paper. Price 50 cents. MacLean Publishing Co., Technical Book Dept, 10 Front St. E, Toronto.

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods Price $2.50 post paid, The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

HARDWARE SALESMAN WANTED—A man capable of doing business with jobbers direct from the factory. State age and experience; must be furnished with very best references as to habits. Box No. 809, HARDWARE AND METAL, Toronto. (12)

TRAVELER or experience in the Stove and Furnace Business for the Provinces of Quebec and New Brunswick. Must speak English and French. Address Box 786, HARDWARE AND METAL, Toronto, stating experience, salary, etc. (tf)

WANTED—Buyer and manager for cutlery and sporting goods department of wholesale hardware house. Apply, giving full particulars, H. 9, HARDWARE AND METAL, Montreal. (tf)

WANTED—Hardware clerk, must be good stockkeeper and salesman. Apply stating age, experience and salary expected, to Peart Bros. Hardware Co., Regina, Sask. (13)

WANTED—Experienced young man for retail stove and tinsmith business with $2,000 or more to invest, salary given, interest guaranteed and share in profits. Will sell business if desires to purchase now or later. Box 811, HARDWARE AND METAL, Toronto. (14)

WANTED—Hardware salesman to call on mines. Must have thorough knowlekge of general hardware, pipe, pipe fittings, brass goods and steam supplies. Apply Box 28, Cobalt. [13]

WANTED—Hardware clerk, must be good salesman and stock keeper. State age, experience and salary expected. J. S. Moir, Arnprior, Ont. (14)

TRAVELING SALESMEN

EARN BIG SALARIES

From $1,000 to $10,000 a year and expenses. If you want to enter the easiest, best paid profession in the world, our free catalogue "A Knight of the Grip" will show you how. We place hundreds of our graduates in good positions with the best firms all over the United States and Canada. Write (or call) for particulars today. Address Dept. 287 National Salesman's Training Association Chicago, Kansas City, New York, Minneapolis, San Francisco.

Write nearest office.

MUCH TRUTH

Agencies
formed many
years ago are still
using our product.

BECAUSE

They
find it
is much easier
to sell at a profit
a line that is
recognized as a
standard of perfection
than to spend
time and expense on
introducing
new lines.

Ask for Catalogue

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

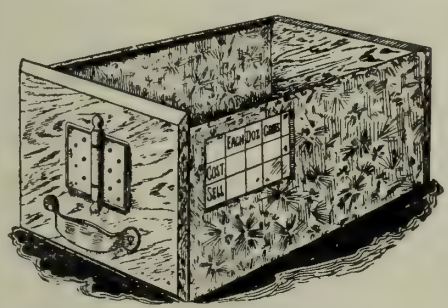
The Best Laid Out Store

IS THE ONE WHICH DISPLAYS THE MOST GOODS.

There are very few men who can describe just what they want, but if they see it sampled on a shelf box, they can point it out. Which is easier, for a man to point out the article he wants or for you to untie half a dozen packages to show him what you have in stock?

Your salesmen should be employed in SELLING GOODS not in looking for goods, untying packages and tying them up again.

Shelf boxes will improve the appearance of your store 100 per cent.



The Bennett Steel Shelf Box is the best box on the market, in Canada or the United States.

It has galvanized steel sides and bottom and thus saves at least 20 per cent shelf room. The steel is not nailed to the wood front but is locked in by our own patented process.

The Bennett Box is more durable than a wooden box. It has been tested for over seventeen years and we have never heard of one man who was dissatisfied.

Write for Catalogue and Price List.

Cameron & Campbell, Sole Manufacturers
TORONTO CANADA

GREAT SELLERS

Royal Oak Refrigerators

This line represents perfection in refrigerator construction. The walls consist of light, tightly packed layers. First, the outside case of thoroughly kiln-dried oak or ash, then a layer of insulating sheathing, an air space, another layer of insulating sheathing, a packed layer of mineral wool, another layer of insulating paper, then lumber seven eighths of an inch thick, then the inside lining of Galvanized Sheet Steel or Porcelain or Opalite as the case may be. Couldn't be more honestly constructed, could they? Result—proper refrigeration, ice economy. It'll pay you to handle such an excellent line. Catalogue on request.

SANDERSON-HAROLD CO., Ltd.
PARIS, . . ONTARIO

CLASSIFIED LIST OF ADVERTISEMENTS.

Acetylene Gas Generators
Earl, W. F., Athens, Ont.

Asbestos Sadirons
Dover Mfg. Co., Canal Dover, Ohio

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Automobile Accessories.
Canada Cycle & Motor Co., Toronto Junction.

Awnings
Bartlett, Wm., & Son, Toronto
Sonne, Thos., Montreal

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co., Montreal
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Baskets
Oakville Basket Co., Oakville, Ont.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.
Sadler & Haworth, Montreal & Toronto

Bicycles and Accessories.
Canada Cycle and Moto Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Blacksmiths' Supplies
Star Mfg. Co., Carpentersville, Ill., U.S.A.

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Brantford Screw Co., Brantford.
Canada Screw Co., Hamilton.
Gananoque Bolt Co., Gananoque, Ont
Montreal Rolling Mills, Montreal

Box Strapping
Acme Steel Goods Co., Chicago, Ill.

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto
Woods, Walter, & Co., Hamilton, Ont

Brushes
Nelson, H. W. Co., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Hanson-Tilley, J. H., Co., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb. Montreal.
Lufkin Rule Co. Saginaw. Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Carborundum Tool Sharpeners
Luther Bros. Co. Milwaukee, Wis

Cartridges.
Dominion Cartridge Co., Montreal.
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Cattle and Trace Chains.
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Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Chain Hoists
Abbott, Wm., Montreal

Churns.
Connor, J. H., & Sons, Ottawa, Ont
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Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clothes Pulleys
Rollston Hardware Co., Vancouver, B.C

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Fasteners
Acme Steel Goods Co., Chicago, Ill

Corrugated Iron
The Galt Art Metal Co., Galt, Ont.
Wheeler & Bain, Toronto, Ont
The Wheeling Corrugating Co., Chicago, Ill.

Cow Ties
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Oneida Community, Ltd., Niagara Falls, Ont.

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Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
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McClary's, London, Ont.
Kemp Mfg. Co., Toron

Cultivators
Bailey Underwood Co., Ltd., New Glasgow, N.S.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Decatur Bull, Montreal
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls
Round, John, & Son, Montreal.

Display Racks
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Hose Couplers.
The Time Saving Coupler Co., Toronto

Ice Cream Freezers
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North Bros. Mf Co., Philadelphia
Smith Hardware Co., Montreal

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

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Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lawn Sprinklers.
Standard Stamping Co

Linseed Oil.
Canada Linseed Oil Co, Ltd, Montreal

Lighting System.
Empire Light Co, Montreal

Locks, Knobs, Escutcheons, etc
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke. Ont

Mail Boxes.
Wm F Heise, Chicago

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal
Clare, Little & Co Saskatoon, Sask

Mats, Flexible Steel
Acme Steel Goods Co., Chicago, Ill.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.
Greening, B., Wire Co., Hamilton.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Wheeling Corrugating Co., Chicago
Winnipeg Ceiling & Roofing Co., Winnipeg

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Motors—Water.
Bolvin, P. C., Montreal
Smith Hardware Co., Montreal

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Hassall, Jno., 183 Lafayette St, New York
Montreal Rolling Mills, Montreal
United States Steel Products Expor Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E. T., & Co., Hamilton Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stoves.
Canadian Hart Wheels, Hamilton, Ont

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co, London, Ont.

Packing.
Gutta Percha & Rubber Co., Toronto

Padlocks.
Brass and Steel Goods Co., Belleville

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Ottawa Paint Works, Ottawa, Ont
Ramsay & Son, Montreal.
Sanderson Pearcy Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Pipe Cutting Tools.
Hollands Mfg Co., Erie, Pa

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Jardine, A. B., & Co, Hespeler, Ont.
Katie Foundry Co., Galt, Ont.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Mechanics' Supply Co., Quebec, P.Q.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Stairs, Son & Morrow Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Polishes.
Hudon Herbert & Co., Montreal

Portable Ovens
Warren Mfg. Co., Toronto

Portland Cement.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont

Railway Contractors' Supplies
McFarlane, Thompson and Anderson, Frederioton, N.B.

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Kampfe Bros, 8 Reade St., New York
Nixon & Winterbottom Sheffield Eng

Refrigerators.
McClary Mfg. Co., London, Ont.
Sanderson Harold Co., Paris, Ont.
White Frost Refrigerator Co., Jackson, Mich.

Registers.
Hart & Cooley, New Haven, Conn.
McClary's London, Ont.
Pease Foundry Co., Toronto

Rivets
Canada Screw Co., Hamilton, Ont.
Hassall, Jno., 183 Lafayette Street New York.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque, Ont

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barber Asphalt Co, Philadelphia
Winnipeg Ceiling & Roofing Co., Winnipeg
The Winnipeg Paint & Glass Co., Winnipeg
Barrett Mfg. Co., New York.
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Safety Razors.
Auto Strop Safety Razor Co, Montreal
Gillette Safety Razor Co, Montreal
Kampfe Bros, New York

Sash Weights
The Katie Foundry Co., Galt, Ont.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Howarth, James, & Sons, Ltd., Sheffield, Eng.
Simonds Mfg. Co., Fitchburg, Mass.
Simonds Canada Saw Co., Ltd Montreal Toronto and St John.
Spear & Jackson, Sheffield, Eng

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal

Screen Doors and Windows
Sanderson Harold Co., Ltd., Paris, Ont

Screw Drivers.
Canadian Billings & Spencer, Welland, Ont

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal

Sewer Pipes.
Hyde, F., & Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J.

Shovels and Spades.
Canadian Shovel & Tool Co., Hamilton Ont.
Eclipse Mfg Co., Ottawa, Ont
Frothingham & Workman, Montreal.

Sidewall Registers.
Hart & Cooley, New Britain, Conn

Silverware.
McGlashan, Clarke Co., Niagara Falls, Ont.
John Round & Son, Montreal

Skates
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Sliding Furniture Shoes.
Onward Mfg Co., Berlin, Ont

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Soil and Water Pipes
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Sprayers
Cavers Bros., Galt, Ont.
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emp Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
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Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Stove Polish.
Nickel Plate Stove Polish Co, Chicago, Ill.
Royal Polishes, Montreal

Stoves, Furnaces
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Canadian Heating & Ventilating Co. Owen Sound.
Davidson, Thos., Mfg. Co., Montreal
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Findlay Bros, Carleton Place, Ont
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Structural Steel.
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Swings.
Stratford Mfg Co, Stratfdrd, Ont

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton

Tapes.
Lufkin Rule Co., Windsor, Ont

Tinsmiths' Supplies
Brown-Boggs Co., Hamilton

Tin Plate.
Lysaght, John, Bristol, Newport and Montreal

Tools—All Kinds.
Howarth, James, & Sons, Ltd., Sheffield.
Ohio Tool Co,, Columbus, Ohio

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Valves.
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Ventilators.
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Geo D. Pearson & Co., Montreal

Vises.
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Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
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Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.

Wrapping Papers.
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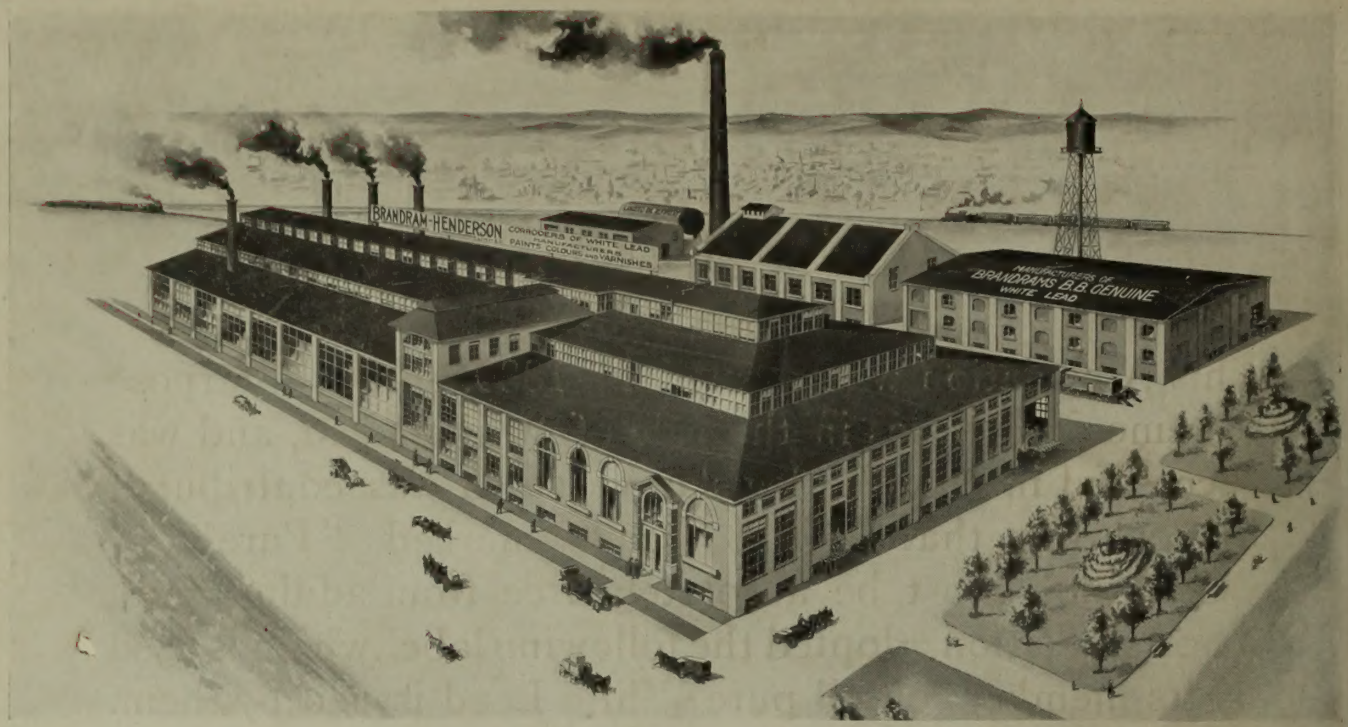
The White Lead Association of Canada

This Association was formed in 1889, for the purpose of removing abuses in the sale of White Lead, and was successful in securing legislation which has contributed to securing that White Lead, marked "Pure" or "Genuine" must be absolutely free from adulteration. The Association adopted the following label, which is used by its members on all pure White Lead issued by them.

This label, the Association believes, is being imitated in several quarters, and the copy label is here shown in order that dealers may be careful to avoid imitations and secure White Lead bearing the guarantee of the Association.

This label is registered at Ottawa and action will be taken against all parties using any imitation thereof.

All enquiries will be answered by the Secretary, JOHN HYDE, Chartered Accountant, 304 Merchants Bank Chambers, Montreal



New plant of Brandram-Henderson Limited at Montreal, covering about five acres, and including Lead Corroding Works, Paint Factory, Dry Color Factory, Linseed Oil Refinery, Power House, Warehouse and Offices.

The Factory Behind "English" Liquid Paint.

BRANDRAM-HENDERSON Ltd. BRANDRAM'S B.B. WHITE LEAD REGISTERED TRADE MARK MANUFACTURERS MONTREAL

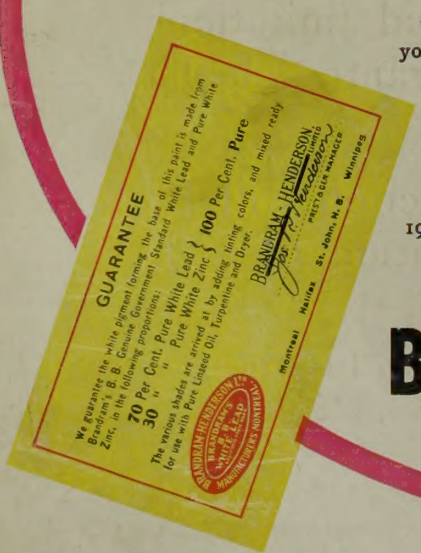
BRANDRAM-HENDERSON Ltd. BRANDRAM'S B.B. WHITE LEAD REGISTERED TRADE MARK MANUFACTURERS MONTREAL

When You Stock "English" Liquid Paint

you know you are handling a product that is backed by a paint manufacturing plant acknowledged to be one of the most up-to-date and extensive in British North America.

This plant includes a lead corroding works where all the White Lead (70%) used in "ENGLISH" LIQUID PAINT is made and this is the reason why we can make pure paint at a moderate cost.

70% Pure White Lead—30% Pure White Zinc Guaranteed Pure—Formula on the Can.



You are told in the guarantee formula exactly what is in "English" Liquid Paint, and you should know how the paint is made that you recommend and sell to your customers.

"ENGLISH" LIQUID PAINT is pure paint.

The white base is 70% BRANDRAM'S B.B. GENUINE White Lead, 30% pure White Zinc, mixed ready for use with Pure Linseed Oil, Pure Turpentine and Dryer.

Our price to you is moderate—You make good profits. Attractive selling plans for 1909, one of the special features being extensive newspaper advertising all over Canada.

Send us a post card for full particulars.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX
ST. JOHN, N.B. WINNIPEG